

# CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST

## Bonus issue



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**NPA warning  
on 'depository  
contract'**

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**Advice on use  
of tablet  
counters**

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**Opinions on  
rational  
distribution**

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**Marketing  
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And when your customers  
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period pains – give them  
Feminax.

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Specially formulated for period pains.



# CHEMIST & DRUGGIST

Incorporating Retail Chemist

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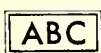
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17 June 1978

## COMMENT

### Actions, not debates

Last week, after some pages had been cleared for press, C&D was asked to stop publication of the PSNC-approved proposals for the rational location of pharmacies through a measure of control over NHS contracts.

That request came too late, and it has subsequently been made public that the motivation was a difference of opinion over the wording of the paragraph relating to controls within shopping centres (3.12).

It appears that the Company Chemists Association—which was already known to have reservations about the paragraph—had indicated that resolution of the differences by negotiation might be possible. The Pharmaceutical Society's Council, which had been expected to give its approval to the proposals last week, has therefore decided that further discussions are necessary—not only with CCA and PSNC but with the NPA and the Co-operative Pharmacists Technical Panel.

But why did it take so long to find out that the obviously desirable objective of a fully-agreed document might be achieved "by negotiation"? The various organisations have been working on these proposals for eighteen months; the company chemists, the Co-ops and independent contractors are all represented on PSNC—and even the Society has observer status. PSNC has adopted the proposals as its own policy, presumably in the process overruling any CCA objections, and the outsider can only presume that the CCA are now pursuing their case in another forum—that is, before the Council of the Society.

It is perhaps worth noting that the CCA also dissented from the last proposals for planned distribution in areas of low population density (C&D September 20, 1969) and in areas where pharmacies are affected by health centres (C&D May 29, 1971). In both cases the companies could not agree that there should be any restriction on the right of entry to dispensing contracts though by June 1972 they had relented somewhat and the "¼-mile" proposal came into being.

After the 1971 proposals had been put to the Department, Council reported that the Ministers had no objection in principle but the decision on whether or not to implement them "would be materially affected by their knowledge that a specific proposal was likely to be highly controversial within the profession"—and the CCA was opposed to "any new restriction which could affect its members' business now or in the future".

Well CCA members' business *has* been affected, not least by health centres, group practices, leapfroggers and consortia, and the Association may well rue the fact that it held its high principles so strongly in 1971. Now the companies see only too clearly that their interest lies in the survival of a viable pharmaceutical service for the whole community; they have even agreed to the "principle" of redistribution of contract funds in favour of the smaller but essential pharmacy and have even been forced to accept contract limitation.

The profession will await the redrafted paragraph 3.12 with interest, because as it stands the proposal is expressly concerned with withholding a contract in shopping centres *only* when the adverse effects of its award would outweigh the benefits to the public—and even then there is an appeals procedure.

In fact the proposals make the public interest an essential part of every decision, and hopefully the companies will not wish to see that principle in any way watered down. No more time must be lost in debate within the profession, and if there are dissenting voices then this time the Ministers must take decisions they refused in 1971. In another seven years it will probably be too late!



# Minister tells MPs why no arbitration

The Minister for Health, Mr Roland Moyle, has written to MPs saying there are two main reasons why his Department feels it is inappropriate to refer to arbitration the pharmacist contractors' claim for an increased profit margin.

Firstly he claims that the Pharmaceutical Services Negotiating Committee has still not indicated on what grounds it thinks the Department's refusal is incorrect. Secondly, Mr Moyle says, it would be premature to consider arbitration before judging the effect of the differential on-cost system of payment introduced this year. When the Scottish contractors went to arbitration in 1975 the arbitrators recommended the rate of return on capital employed should be 12½ per cent, compared with the existing rate of 16 per cent in England and Wales and PSNC's claim for over 30 per cent.

Mr Moyle outlines the reasons why he believes NHS remuneration is calculated under "very favourable" terms. Despite the fact that an inquiry in 1975 showed that the capital tied up in stocks of drugs was less than had been assumed, the amount of profit payable had risen from £11½m in 1974 to an estimated £20½m this year. Over the same period the total amount paid per prescription to meet both operating costs and profit had increased from about 25p to an estimated 45p and the average annual amount per pharmacy from about £7,500 to £15,500. In 1974 total NHS remuneration amounted to £80 million. This year it was expected to be nearly £150m.

## Freedom of choice

The present NHS contract offered pharmacists considerable freedom in their choice of premises, working conditions and trading patterns including the unrestricted right to provide NHS dispensing services, Mr Moyle continues. If PSNC wished to seek Government assistance to provide working capital, the present remuneration system would need to be changed radically and the pharmacists' freedom to conduct their NHS business when and how they pleased might have to be curtailed.

Finally Mr Moyle says that the 20 per cent average return on capital paid to other government contractors refers to a formula devised by the Review Board applying only to the manufacturing industry in the defence sphere where different conditions apply.

Meanwhile, the PSNC has drafted a suggested reply for contractors wishing to write to their MPs. It explains that the net profit element towards which the PSNC claim is directed is wholly separate from the reimburse-

ment of costs which involves the differential on-cost scheme. PSNC believes that while pharmacy closures may have slowed earlier this year, closures in April and May rose markedly. If the Minister considers the Scottish arbitration award relevant, PSNC believes his reticence in agreeing to arbitration on the profit margin issue is difficult to understand. The Scottish 12½ per cent return is based on nine weeks' stockholding not seven.

PSNC is seeking neither government assistance in working capital nor any other investment of public funds in private businesses, simply a profit margin equivalent to 5 or 6 per cent on turnover. The pharmaceutical services are underfunded by £45m per year.

## Signatures still being counted

Signatures on the arbitration petitions were still being counted at the Pharmaceutical Services Negotiating Committee headquarters as C&D went to press this week and no estimate of the final total was available. Among the highest in-

dividual scores appears to be that achieved by Deric Evans and the staff at Cartwrights Chemists in Stratford East London. Their 14 forms bear some 2,400 names—demonstrating the enormous opportunity the petition gave for chemists' remuneration problems to be explained to the public.

## Council warns on need to clean tablet counters

The Pharmaceutical Society's Council has issued the following statement on the importance of cleaning tablet counters: "Severe allergic reactions can be initiated in previously sensitised persons by very small amounts of certain drugs and of excipients and other materials used in the manufacture of tablets and capsules. In order to minimise that risk, counting devices should be carefully cleaned after each dispensing operation involving any uncoated tablet, or any coated tablet or capsule from a bulk container holding damaged contents. As cross contamination with the penicillins is particularly serious, special care should be taken when dispensing products containing those drugs.

"Most electronic counting machines are difficult to clean adequately and it is, therefore, recommended that such machines are used only for coated tablets or capsules, or for pre-packing operations."

## Few claims from dispensing errors

The number of claims against members of the Chemists' Defence Association Ltd, arising from dispensing errors barely reached double figures last year and only about five of these were serious, according to the Association's annual report for 1977.

Similarity of drug names was again the single most frequent cause of professional error but the report says that there was a disturbing incidence of claims resulting from the transposition of labels between two preparations on the same prescription.

There were several four-figure settlements made during the year to customers or passers-by injured by falls over uneven paving stones or down badly-maintained stairs. The report also says there were too many instances, of coats, trousers or shopping bags burned or singed by portable heating appliances in pharmacies. Additional heaters used in the winter or during power cuts should be sited with great care, the report advises, so that unsuspecting customers will not stand too close to them.

The association provides free legal representation for members involved in claims for compensation for unfair dismissal but the report points out that the compensation is not covered. This can amount to several thousand pounds and is seldom less than £200. The report ad-

vises that members take the following precautions:

- ☐ Give every employee (including part-timers) a contract of employment. Blank forms are available from the National Pharmaceutical Association on request.
- ☐ Draw up a simple set of disciplinary rules (or use the NPA's model set).
- ☐ Prepare a written procedure for dealing with staff discipline and follow it (NPA's document covers this also).
- ☐ Read again the NPA information leaflets on Contracts of Employment and Unfair Dismissal.
- ☐ If in doubt about a staff problem seek advice before acting; afterwards is too late.

The board of the Association is paying close attention to the proposals for legislation which would make "producers" strictly liable for injuries caused by their "defective" goods. The report says that legislators should realise the inherently dangerous nature of drugs and not treat normal side-effects as defects for which damages might be awarded. It also says that pharmacists should not be held liable for injuries or loss resulting from unsuspected defects in products, including medicines, that they have supplied in good faith. The report points out that any increase in a pharmacist's liability will result in increased insurance premiums.



# NPA advice not to sign with HR

The National Pharmaceutical Association's Board of Management is advising NPA members not to sign Helena Rubinstein's "depository contract". The Board has written to the company complaining about unsatisfactory aspects of the new agreement form.

One of its clauses seeks to impose minimum annual purchase values for individual retailers for the years 1978, 1979 and 1980. The document then adds, "For the year 1981 the parties will negotiate a new minimum target which will be the target for the year 1980 increased by at least the same percentage as the increase in sales of all HR products in the UK in the year 1979 over such sales in the year 1978 and a new minimum target will be negotiated on a similar basis for the year 1982 and subsequent years."

Other clauses require notification of defective or short deliveries within three days and prevent the retailer from describing himself as an "agent." The "depository" (retailer) has to agree to maintain a "sufficient stock" of products to enable an HR beauty hostess to give demonstrations and other sales promotion advice from time to time. A "Romalpa type" clause entitles the company to retain property in the goods until they are paid for.

## Election in area 2

The election of a member to the National Pharmaceutical Association Board of Management for area 2 (Bradford & Halifax; East Riding, Yorkshire, Grimsby & N.E. Lincs; Hull; Huddersfield; Leeds; Scarborough & North Riding; Scunthorpe; York city branches) is to be held in July. Mr Leslie Calvert, Leeds, and Mr Richard Hazlehurst, Bradford, are the two nominees. Voting papers will be issued July 5, to be returned by noon July 24 and the result will be declared on July 25.

## Tampon use levelling out?

The trend towards tampons appears to be slowing down as the new towel brands become less obtrusive but, according to a Mintel journal of market research published this month, the trend has not yet stopped. If tampons gain a 45 to 50 per cent share of the market (at present 32 per cent) then Mintel believes that some of the other major manufacturers might consider launching a new tampon brand.

Analysis of sales of Sanpro products, based on trade estimates, gives a 55 per cent share to chemists, 30 per cent to



Herbert Rapaport MPS and his wife taking possession of the 'Harmony Spray'. This Norman 23ft four berth cabin cruiser was the first prize in a free draw organised by Elida Gibbs to celebrate the relaunch of Harmony hairspray and the introduction of Harmony styling lotion. Bill Pedder, area manager, presented the boat to Mr Rapaport

grocers and 15 per cent to other retailers. Interviews with housewives showed Boots was mentioned as often as all other chemists combined and the majority of grocery outlets were supermarkets. Sales from all outlets were expected to be worth £55m retail this year. Mintel reports are available (£30 per month, £130 per year) from 2a Westmoreland Road, Bromley, Kent.

## Employment laws preventing jobs

The Employment Protection Act is considered a significant factor or major deterrent in terms of jobs now and plans for the next couple of years by 79.25 per cent of small businesses. This is one of the conclusions of a detailed survey by the Small Business Bureau on the effect of employment legislation on the provision of jobs in small firms. The survey was among subscribers to the bureau and there was a total of 804 returns.

Asked which sections of the Act were actively reducing job prospects, the risk of having to pay compensation if the case was lost in front of the Tribunal was considered important by 87.25 per cent; unfair dismissal procedures when an employee had worked for a firm for only 26 weeks by 85.875 per cent; cost in management time and solicitors' fees of attending an Industrial Tribunal by 80.25 per cent; the system of written warnings and procedures to be followed prior to dismissal by 78.25 per cent.

## Cash and carry book

The new, 1978 Cash & Carry year book (£3.95) lists over 600 warehouses throughout Great Britain under counties, in alphabetical order and provides an analysis of product categories handled by each depot. The publishers point out the latest edition is twice as large as last year's.

The book includes forecasts of major

trends, contributions by C&C groups and other features examine opportunities in frozen foods, confectionery, liquor, toys, books, stationery, disposables, household and electrical goods and catering supplies. Copies of both volumes are available from Diplomatic House, 12 High Road, London N2.

## Results of Scottish Executive elections

The following candidates were successful in the Pharmaceutical Society's Scottish Department Executive elections (voting figures in brackets):

Mary Dawson, Airdrie (376)  
Ian McD. W. Caldwell, Glasgow (336)  
Kenneth J. Gray, Dunblane (302)  
Betty C. Montgomery, Glasgow (288)  
George W. Allen, Edinburgh (278)  
John Rutherford, Kircaldy (268)

Not elected: David Wallace (266), Robert Brodie (247), John Irvine (241), John Somerville (236), George Downie (204), Janet Sims (193), William Yuill (190). Of the 848 voting papers returned, 840 were counted as valid.

## New poachers?

"The time has come to stop feather-bedding chemists, grocers and the garage down the road. It's time hairdressers decided hair and skin care was their business, both in the salon and between their clients' salon visits. Don't let's leave valuable counter sales to everyone else in the High Street." *Hairdressers Journal International*, June 1978.

## Legal changes

The legal category of two of Arthur H. Cox's products has been changed as from June 1: Bronchial balsam 150ml has changed from POM to pharmacy only, due to relabelling to include new dosage recommendations; toothache tincture 10ml has changed from POM to pharmacy only, due to reformulation.



# Need for 24 hour service in hospitals

If "on-call" services were recognised as essential and appropriately recompensed they would become more effective, believes Mr P. Sharott, principal pharmacist, King's College Hospital, London. Most "on-call" services seemed to be ineffective because they were informal.

Presenting the first Janssen Award winning paper last week, on the need for a 24 hour pharmaceutical service in hospitals, Mr Sharott said that the ability to exploit the hospital pharmacist's expertise at ward level was severely restricted by his hours of service. In most hospitals there was no pharmacist for 15 or 16 hours each day and for most of each weekend. During this time, doctors and nurses were expected to provide the service by means of access to the pharmacy or an emergency cupboard.

## Sunday morning admissions

Mr Sharott's work had shown that of 661 emergency admissions to a London teaching hospital in one month, 413 (62.5 per cent) had taken place when the pharmacy was closed and many of the 783 planned admissions came in at the weekend eg 50 on Sunday morning. Introduction of a weekend ward pharmacy service increased one hospital's pharmaceutical workload by 86 per cent on Saturday and 150 per cent on Sundays. Mr Sharott's study showed that a quarter of "on-call" systems were formal—that is, there was a named pharmacist available at the end of a telephone—75 per cent were informal, with a list of named pharmacists held by the telephone operator who worked down the list in hope. Although the degree of commitment was often considerable, with some pharmacists "on-call" for up to 150 days a year, the lack of formal systems was usually due to the poor remuneration.

At present, a full 24 hour service is provided in five UK centres while another three hope to begin such a service fairly soon. This service is usually provided by three or four resident pharmacists who live on the campus.

Mr Sharott had studied three of these centres in depth. The introduction of the service at Derbyshire Royal Infirmary had increased the number of calls to pharmacists and visits to the pharmacy from 20 to 120 a month. At Nottingham City and General Hospitals 20 per cent of the calls were for the supply of information with or without medicaments. Thirty per cent of all calls for information were from nurses (compared with almost none when using the standard on-call service).

Although 80 per cent of the calls were to meet supply needs, most of these were for new prescriptions. In more than 6 per cent of cases these prescriptions needed some form of clarification with

the prescriber. Most calls between Monday and Friday occurred between 6 pm and 10 pm and at weekends the peak demands were immediately following ward drug rounds. Mr Sharott estimated that provision of a manned 24 hour service generated 2,500-3,000 calls a year and he wondered what happened to patients in hospitals where such a service was not provided.

## Research begins into home hygiene

Sterling Health have begun a research programme to discover whether or not the hygiene products and practices used in the home are effective—bearing in mind that there are an estimated quarter-million cases of food poisoning a year. A major part of the research is being conducted with the aid of a mobile unit from which the research team will visit homes to carry out microbiological sampling at a total of 75 sites throughout the home. Particular attention is being paid to the bathroom and kitchen. It is estimated that approximately 400 homes



Microbiologist Liz Scott (left) and home economist Liz Holmes pictured in front of the Sterling Health research unit.

will be sampled in the first year.

From a pilot study of 30 homes it has already been found that while dish-cloths have only a slightly higher contamination score than tea-towels, the former are significantly more likely to bear potentially pathogenic organisms. The aim of the research is to obtain information that will form the basis for the development of new home hygiene products.

## Higher NI payments criticised

Mr Joseph Godber, MP, chairman of the Retail Consortium, has criticised the Government's decision to raise employers' National Insurance contributions by 2½ per cent from October 2: "The large increase will clearly mean a substantial increase in costs for all retailers. This will in turn affect prices in shops and deal a direct blow to employment prospects in the retailing industry."

## Hormonal pregnancy tests inquiry

Mr Roland Moyle, Minister for Health, last week met Mr Jack Ashley MP and a deputation of parents who wish to claim compensation on behalf of their children who are alleged to have been born with deformities of various kinds as a result of their mothers taking hormonal pregnancy tests. Mr Ashley listed, at Mr Moyle's request, the main questions which Mr Ashley wishes to see examined by a public inquiry into these drugs which have now been withdrawn from the UK market.

Mr Moyle gave an undertaking that he would consider any fresh evidence which Mr Ashley and the parents produce to support their case, subject to certain assurances about the use of the evidence required by the parents. Mr Moyle also offered to consider Mr Ashley's list of points and to consider

a critique to be undertaken by Dr Isabel Gal of foreign studies of the lack of risks associated with hormonal pregnancy tests. Mr Moyle will make up his mind on the request for a public inquiry in the light of consideration of these points.

## WESTMINSTER REPORT

### Price of tampons

Mr Robert MacLennan, Under-Secretary for Prices and Consumer Protection, told the Commons in a written answer that Southalls (Birmingham) Ltd had undertaken to comply with the Price Commission's recommendation that the price of tampons should not be increased before December 23.

### Drug profit margins

Asked what study had been made of the Price Commission's report on the profit margins of proprietary drug manufacturers, Mr Robert MacLennan, Under-Secretary for Prices and Consumer Protection, said that consultations with interested parties about the report were still in progress and that a statement would be made when they had been concluded.

□ A further series of 25 questions concerning the safety of medicines has been tabled by Mr Ashley for June 21.



# Offer your customers smoother, cleaner, fresher feet

Now, from the makers of the highly successful *Buf-Puf* face cleansing sponge and more recently *Buf Body Scrub* comes NEW *Buf-Ped* foot sponge.

This unique, gently abrasive sponge has been developed by a foot specialist and a dermatologist to really cleanse the feet and help remove thick, dry skin.

Simply used while washing the feet, *Buf-Ped* foot sponge will soon become an essential part of every woman's beauty kit.

*Buf-Ped* foot sponge is being introduced in June supported by an intensive advertising campaign in the

leading women's magazines and nationwide on all local commercial radio stations.

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(Telephone: 0695 20111).

Don't forget to re-order *Buf-Puf* and *Buf Body Scrub* at the same time.

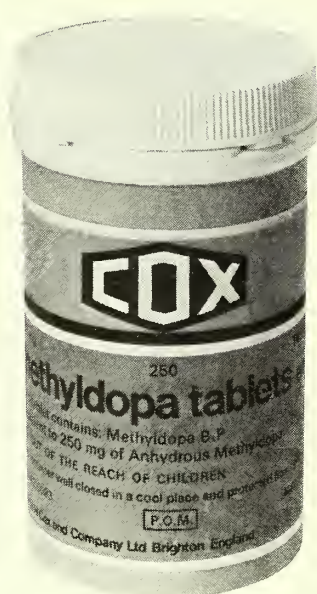
	Trade Price (Exc. VAT)	R.R.P. (Inc. VAT)	PROFIT on selling price
<i>Buf-Ped</i> foot sponge	£0.92	£1.49	33½%
<i>Buf-Buf</i> cleansing sponge	£0.61	£0.99	33½%
<i>Buf Body Scrub</i>	£1.84	£2.98	33½%

*Buf-Ped; Buf-Puf; Buf Body Scrub*: trade marks



# Arthur H. Cox present the latest additions to their new range of high quality generics.

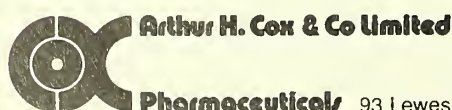
## Methyldopa Chlorpropamide



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- \* fast reliable delivery.
- \* wide range of packs and tablet strengths.
- \* available from Sangers, Vestric, other major wholesalers and direct through our representatives and Sales Office.

	Strength	Pack	Price to Chemists
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	250mg	250	£8.00
	250mg	1000	£30.00
	500mg	250	£15.50
	500mg	500	£30.20
Chlorpropamide	100mg	500	£7.00
	250mg	500	£15.40
Frusemide	20mg	250	£3.80
	40mg	500	£13.00
	40mg	1000	£25.00
	500mg	100	£30.00
Diazepam	2mg	500	£2.65
	2mg	1000	£4.97
	5mg	500	£3.85
	5mg	1000	£7.40
	10mg	500	£6.10
Nitrazepam	5mg	500	£5.80



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# PEOPLE

**Mr F. G. Paddle**, administrative director of May & Baker Ltd, retired on May 31 after nearly 42 years' service.

**Dr J. N. Banerjee** and **Mr George B. Griffenhagen** have been elected honorary members of the Pharmaceutical Society. Dr Banerjee was president of the second conference of the Commonwealth Pharmaceutical Association, held in Bombay in 1977 and Mr Griffenhagen is executive director of communications, American Pharmaceutical Association.

**Harvey Goldsmith** decided he liked "organising things" better than becoming a pharmacist and now, according to the *Daily Mail*, has a business with a £15 million turnover. A former student at Brighton College of Technology, 32-year-old Mr Goldsmith is the man who has brought Bob Dylan back to this country and will put the Rolling Stones and David Bowie on stage in the next few weeks.

## Deaths

**Evans:** On June 2 after a prolonged illness, Mr W. P. Evans, MBE. He joined May & Baker Ltd, in January, 1949, and in 1959 was appointed public relations officer and later external relations manager, the post he held until his death. In that time he represented the company on a number of working parties, principally in the pharmaceutical and agro-chemical sectors, and he was chairman of the British Agro-chemicals Association in 1971.

## News in brief

□ The first list of revised prices and amendments to the Drug Tariff has been issued including the revised on-cost allowances from January 1 and April 1 and revised out of hours dispensing fees.

□ The final seasonally adjusted index of the volume of retail sales in April was 106.7 (1971 = 100). Based on non-seasonally adjusted data, the value of total retail sales in April was 15 per cent higher than in April 1977. In the first four months of 1978 the average value of sales was 14 per cent higher than in the corresponding period of 1977.

□ The Department of the Environment has published a booklet on "Wastes from the manufacture of pharmaceuticals, toiletries and cosmetics" (Waste management paper No 19, HM Stationery Office, £0.95). It includes a code of practice and guidelines on the handling and disposal of these wastes.

□ Reports of the April Index 78 congress, Amsterdam, session on nonwovens and hygiene absorbed products (baby diapers, sanitary towels and incontinence pads), are available from the European Disposables and Nonwovens Association, Avenue de Tervueren 269 (box 10), 1150 Brussels, Belgium (price 850 BFr plus 250 BFr mailing and exchange costs).

□ Those who intended to carry out genetic manipulation will be obliged to notify the Health and Safety Executive

# TOPICAL REFLECTIONS

by Xrayser

## Protection and service

I am acquainted with a pharmacist who qualified after the war and emigrated to New Zealand. When he arrived he found retail pharmacy there very prosperous with many of the businesses employing several pharmacists due largely to legislation which seemed purely protective in that it effectively prevented new shops from opening. He was able to buy a suburban pharmacy which he modernised and was soon employing a couple of pharmacists himself, as well as shop assistants. However a new government decided that this protection was unnecessary and all restrictions on opening were removed. There followed a rash of new pharmacies. Some were opened in areas not previously served, but for many the criterion seemed to be that if an established business employed more than one pharmacist there was room for a new shop nearby. My friend had one of his assistants open five doors away, and within a couple of years both were leapfrogged by yet another pharmacy which opened next door to the group practice they all served. Eventually it was seen that the freedom to open anywhere was not a good idea and restrictions were reintroduced. When last I heard, the friend and his near competitor were running their shops single-handed with one shop assistant, both wanting out, but by reason of the unhappy relations between them unable to combine businesses which might have helped them both.

Many of us would like a degree of protection, particularly from the leapfrogger, but are aware that unless viewed in the context of community need it could be a negative thing. How welcome then are the thoughtful and detailed proposals for the planned distribution of NHS contracts (not pharmacies) published last week in *C&D* and now being discussed by our Council. From my reading of it it seems to cover the very sensitive areas of health centres and group practices with responsibility and refreshing common sense. It acknowledges that there will be argument and the need for local knowledge in the siting of new pharmacies or the establishment of consortia, and recognises our responsibility to fellow pharmacists who through no fault of their own find themselves badly affected by moves in doctors' surgeries or new pharmacies.

Dr Booth's posers on the criteria for the opening or closing of new premises would appear to have been thoroughly anticipated and serious answers proposed. The ferment within our profession is at last yielding results worthy of our best thinkers. Congratulations!

## Sticky labels

For some years now we have used gun-operated, self-adhesive, self-printing price tickets for goods in the shop. Indeed after using them for a while I could only wonder at my obstinacy in resisting the innovation for so long, for with inflation the need for good pricing is even greater. I have always bought peelable labels but we find that with things like perfumes and better quality toiletries bought as gifts when the label is removed the wretched adhesive leaves a sticky film on the product. We used to try to wipe it off with meths but found that solvents tend to damage the makers' labels or cartons or print.

One of my assistants very foolishly price-labelled an entire batch of sunglasses recently and I caught her busy scratching them off with . . . a razor blade! We had to do something, and then we found the answer. Windolene liquid. It's marvellous! It softens the glue and gently wipes it away. We find it works even with old labels on paper cartons, on things as delicate as the silvered paper overprints on cosmetic items. I regret I have no shares in Reckitt and Colman.

and the Genetic Manipulation Advisory Group, according to Regulations published by the Health and Safety Commission in a booklet which also contains a

set of Guidance Notes. (Health and Safety at Work—Genetic manipulation, HM Stationery Office, £0.70). The Regulations come into force on August 1.



# COUNTERPOINTS

## Summer promotions and a launch by Fabergé

As revealed last week (Beauty Business, p945) Fabergé will be test marketing a new product for men in the London television area from September onwards. 20:21 (after shave 100ml £3.50, splash cologne 150ml £2.95, talc 100g £1.50, deodorant spray 150ml £1.95, shave foam 150ml £1.75) is described as light and slightly citrusy with a hint of patchouli, the packs are said to be "futuristic" yet practical. The company believes that this range will fill the "middle market gap" between the successful mass market brands like Brut 33 and Old Spice and the upmarket fragrances like Aramis, Eau Sauvage, Paco Rabanne and Brut. It is not, they point out, the middle market which has disappeared but suitable brands.

All products will be available in shippers of one dozen and pre-packed merchandisers are available for the smaller retailer. The advertising and the display material are designed to "carry the reassurance needed for man coping with the world of tomorrow, where things once in the realms of fantasy are now a reality".

Fabergé will also be making a summer reduction on the 97ml Brut split and spray lotions which will be available at £3.45 instead of £4.45 from July 3 to 27.

## Clinic together with Cream Silk

A major promotion for Elida's Clinic shampoo links the product with the company's Cream Silk conditioner. A sachet of the Cream Silk variant for overheated hair is included free with each pack of Clinic's family (175ml) size shampoo. The packs are on sale at a special price of £0.43 as against the normal suggested retail price of £0.49. Standard size (60ml) Clinic packs are price-marked to £0.25 instead of £0.30.

"This is one of the biggest promotions we have run for Clinic for some time,"



Thirty-three per cent extra free is the apt offer being made on packs of Brut 33 deodorant and antiperspirant from mid-month which will retail for £0.99. Also available now is the Brut 33 keep fit pack (£2.79) which includes Henry Cooper's new booklet, "33 ways of keeping fit," and a 100ml Brut 33 splash-on lotion and 125g Brut 33 talc. And available from the beginning of July will be the new Brut 33 roller-ball deodorant (£0.99) pictured last week. *Fabergé Inc, Ridgeway, Iver, Bucks.*

comments brand manager John Freedman, "and we expect it to create a great deal of interest among both Clinic users and Cream Silk users." The special packs will be available from mid-June onwards. *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY.*

## Matey painting competition

Prizes worth £1,000 are being offered in the latest Matey promotion—a "paint a crew" competition for children. From June 12, the Matey sailor bottles will be going out with the new competition collars. Running until the end of the year (December 31) the competition asks children to send in a freehand drawing or painting of the captain, bosun, mate and all the crew of the Good Ship Matey, accompanied by a Matey competition collar. It is in two sections—for children under 6 and those between 7 and 12, and in each section there will be first, second and third prizes of £75, £50 and £25 toy vouchers redeemable at the winners' favourite toy shop. There will be a further 140 consolation prizes of £5 vouchers for the runners up. *Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks.*

## New pack and colour from Glen

A new pack featuring an unusual butterfly design is being introduced on Glen toilet rolls, together with a new colour—apricot, bringing the range up to five. The new pack design of butterflies and tiny white flowers was chosen, says the company, after extensive market research showed that housewives preferred the pattern because it was "different" and gave the impression of "softness". And they explain that the new apricot colour has been added since it goes well with the fashionable browns, sands and beiges of bathroom suites.

The first Glen rolls in the new packs will carry special offers: Half-price film processing on the twin pack and a competition with 10 prizes of a weekend for two in Jersey on the fourpack. To



offer purchasers of Glen colour processing of all brands of film at half the Kodak recommended price. British Tissues have teamed up with Nashua Film Laboratories. Purchasers send their films and Glen wrappers direct to the laboratories, from which they can also obtain Kodacolor II 20-exposure films at just £1 each. As a bonus, they receive a voucher for free Glen twinpacks: One voucher for 12 exposures, two for 20 or 24 and three for 36.

Entrants for the Glen Jersey holiday competition have to suggest a caption for the holidaymaker pictured on the pack and return it with one Glen wrapper. Winners will spend a weekend in Jersey next spring and will have the use of an Avis car during their stay.

*British Tissues Ltd, 101 Whitby Road, Slough, Berks.*

## Travelsuds for easy holiday washing

International Laboratories have launched Travelsuds (£0.48), a product which they say is designed to "take the fuss and bother out of holiday clothes washing." The unbreakable pack is only 4½in long and so is light and easily packed. Travelsuds are being test marketed in the Southern television area from June 22. *International Laboratories Ltd, Lincoln Way, Windmill Road, Sunbury-on-Thames, Middx.*



## Buf Ped added to the range

After Buf Puf and Buf Body Scrub, Riker Laboratories are now introducing Buf Ped foot sponge (£1.49). It is a gently abrasive sponge developed they say, "to really cleanse the feet and help remove thick, dry skin." The introduction of Buf Ped this month is being supported by advertisements in women's magazines and on all local commercial radio stations. *Riker Laboratories, Morley Street, Loughborough, Leics. Distributors: Richards & Appleby Ltd, Gerrards Place, East Gillibrands, Skelmersdale, Lancs WN8 9SF.*

## Tabu spray in the bag

Dana Perfumes Ltd have now made their Tabu fragrance available as a handbag spray (7ml £2.95). This sells for less than half the price of the standard 7ml bottle and the handbag size bottle has a metered spray so that each application is measured and "not a single spray need be wasted". The counter display holds twelve units and advises: "use twice a day—it's sufficient to stay." *Dana Perfumes Ltd, 7 Conduit Street, London.*

## Lilia offer

From June 19 until July 14 all Lilia packs will be flashed with a free all round styler hairbrush offer. Consumers have to give their name and address on special insert leaflets and return them with two pack fronts to the handling house. The brush which will be sent free is listed at £0.45 on the manufacturer's price list. *Lilia-White Ltd, Alum Rock Road, Birmingham B8 3DZ.*

## Sparklets additions

Sparklets are increasing their Beer Tap and Home Brew Tap prices with effect from July 3. Both will be available at £7.95 rrp including VAT. All other lines are unchanged. The company will also be introducing its mixer range in new ½ litre bottles in a ten to one concentration. Included in the range now are low calorie Cola, orange and bitter lemon. *Sparklets International, BOC Ltd, Queen Street, London N17 8JA.*

## Anyone for tennis?

With Wimbledon approaching the new tennis racket combs and mirrors being introduced "from John" by John "R" Associates are particularly appropriate. These products have matching tassels or cords so that they can be hung around the neck to form, says the company, "a trendy pendant which may be put to occasional practical use". The products

can be sold singly or as a pair. The combs (£0.30-£0.35) and mirrors (£0.55) are available in bags of 50 (£9.00 and £15.000 respectively) comprising a selection of the full colour range. *John "R" Associates Ltd, 49 High Road, Bushey, Herts WD2 1EE.*

## Polaroid's new autofocus cameras

Polaroid will be introducing two new cameras in the autumn. The SX-70 Sonar one-step is a folding single-lens reflex which includes a "preview" feature before exposure and "through-the-lens" viewing and focusing. The second camera is called the Pronto Sonar one-step and uses an ultrasonic echo ranging system similar to the one in the Sonar one-step, which is said to provide instantaneous automatic focusing in any light level, including total darkness. Both cameras use the Polaroid SX-70 colour film. *Polaroid (UK) Ltd, Ashley Road, St Albans, Herts.*

## New packaging for Paterson solutions

Paterson black and white processing solutions are now supplied in new and more compact rectangular containers.

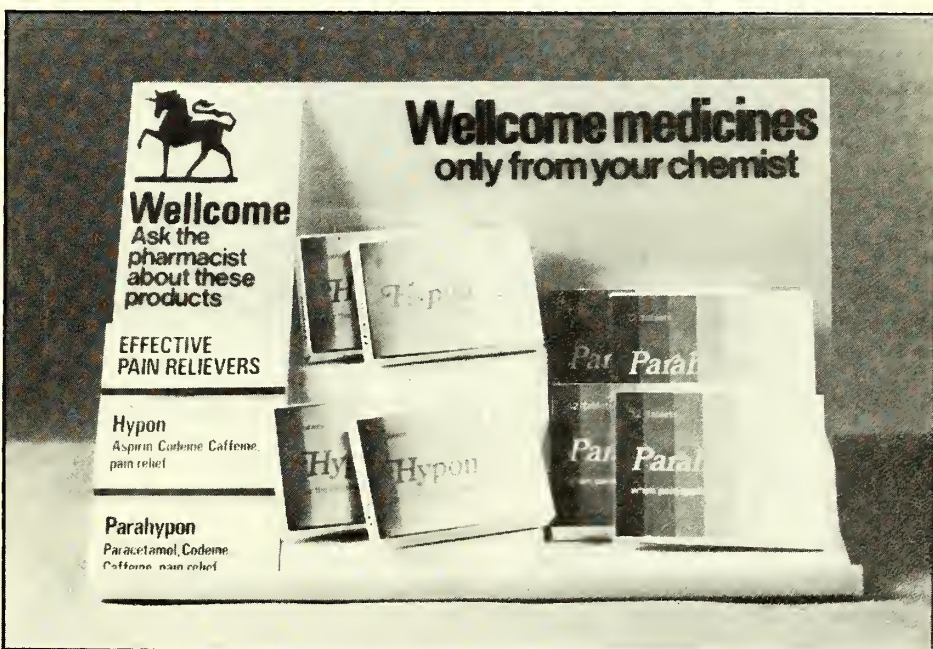
These are moulded in high density polythene and are said to be strong enough to be proof against casual breakages. The bottles are foil sealed and the caps are constructed in a new way which encloses the instruction leaflet in a deep recess. This isolates it from the solution and yet ensures that it cannot be lost. Hazard warnings have been printed on the labels when appropriate. Newly packaged solutions will become available as present stocks run out. *Paterson Products, 2 Boswell Court, London.*

## Tele 4008 from Agfa

The Agfamatic 4008 tele pocket camera (guide price £55) brings the range to nine. It features an electronic shutter, automatic exposure control, Agfa Color Apotar 3 element telephoto lens f/5.6 27/47 and Rapiomatic wind-on. Included in the outfit is a topflash unit which adjusts shutter speed to 1/50 second. Case 6175/200 (£2.65) is available. *Agfa-Gevaert Ltd, 27 Great West Road, Brentford, Middlesex.*

## Newtons' supplies

We regret that out-of-date advertisement copy for Newtons chiropody sponge appeared in the Price List Supplement last week. The sponge is available from local wholesalers (not as stated) with sales representation by Miles Laboratories Ltd. *Newtons Laboratories Ltd, PO Box 789, 127 Wandsworth High Street, London.*



A perspex window display unit from Wellcome Foundation Ltd, Temple Hill, Dartford, Kent. The side panel can carry different product message labels and the unit will take Parahypon, Calpol suspension, Emprazil, Drapolene, Actifed compound, Actifed syrup, Hypon, Marzine and Tineafax. The unit makes the point that these products are available only from chemists and invites the public to ask the pharmacist about them



# COUNTERPOINTS

## It's Only Natural from Johnson & Johnson

The new Only Natural skin care range from Johnson & Johnson which is being test marketed in the Granada television area represents the culmination of over three years research and development, says the company. In their opinion this is "one of the most exciting product launches into this market in recent years and," adds Richard Wheatley, divisional manager. "This operation spearheads a substantial programme of new product launches for Johnson & Johnson. There will be many more to follow."

J & J point out that in a period when many toiletry markets have been static or even declining, the market for facial skin care grew by 31 per cent in value and 14 per cent in volume between 1975 and 1977. Further, this is a market which is strongly oriented towards the chemist, with Boots dominant. In view of this pattern, distribution of Only Natural will be restricted to pharmacies and department stores.

The range, which is packaged in glass

bottles, comprises a moisturising lotion (95ml) moisturising cream (70g) toner (120ml) and cleanser (120ml) and they will all retail for £0.98. J & J believes that this price bridges the gap between the less expensive brands at £0.40 to £0.60 and the expensive cosmetic brands at £1.50 and over. They also state that it is important that the £0.98 price be maintained at store level since in their opinion price-cutting is of no advantage in this market and could undermine the quality impression they are seeking to establish.

The products will be available for sale from the middle of June and the television advertising in the Granada area will begin in July through to August. A further burst will follow in the autumn. From August to December advertising will also appear in the national consumer magazines—*Woman*, *Woman's Own*, *Woman's Weekly* and *Woman's Realm*. *Johnson & Johnson Ltd*, 260 Bath Road, Slough, Berks SL1 4EA.

## Reckitt prices

Reckitt & Colman have increased the sizes and prices of certain of their drinks; Robinsons orange, lemon and lemon and lime are now available in  $\frac{3}{4}$  litres for £0.29; orange, lemon and pineapple in 1 litre for £0.36 $\frac{1}{2}$  and lime juice cordial in 25 $\frac{1}{2}$  oz at £0.36. *Reckitt & Colman Ltd*, Dansom Lane, Hull HU8 7DS.

## Simple display

The Albion Soap Co Ltd are making available special counter displays and shelf barkers for Simple cleansing lotion and Simple moisturising lotion following what they describe as "the highly successful launch". Both products are currently being advertised in newspapers and maga-

zines as an integrated range with Simple Soap. *Albion Soap Co Ltd*, 113 Station Road, Hampton, Middx. Distributors: *Ernest Jackson & Co Ltd*, Crediton, Devon EX17 3AP.

## Babe from Babycham

A free offer of Fabergé's Babe cosmetics is being made to consumers of Babycham sparkling perry this summer. Showerings Ltd commissioned Fabergé to produce a 36 page "guide to beauty" and it accompanies a starter kit of Babe skin care products and a phial of Babe Cologne. The double package is offered free to consumers in return for four foil tops from Babycham or Babycham dry. Repeat purchases are expected to be encouraged by the second part of the promotion which is an offer of a Babycham beauty box containing five more Babe cosmetics valued at £6.85, for only £2.30 and four more foil tops from Babycham. Advertisements featuring the promotion will appear in *My Weekly*, *People's Friend*, *Annabel*, *Argus Women's Three*, *She* and *True* magazine from mid-month and through July. *Faberge Inc*, Ridgeway, Iver, Bucks.

## New fruitdrops

"After much blending and research," say A. L. Simpkin, "we have added an apple and a cola-lemon flavour to our range of fruit drops." They are packed in 200g vacuum tins (£0.39) and are available only through pharmacies. *A. L. Simpkin & Co Ltd*, Hunter Road, Hilsborough, Sheffield S6 4LD.

## Babyfood heater



David Griffin Ltd have launched a baby food heater, the Baby Griffin, (about £3) which can be connected to the cigar lighter socket of a car. Made in brown PVC, the unit has a heating element and is fitted with a lead and plug. A 4oz feeding bottle reaches the required temperature in 15 minutes and an 8oz bottle in 25 minutes. *David Griffin Ltd*, Holland Way, Blandford, Dorset.

## Sensodyne floss

The latest addition to the Sensodyne range is a double-textured dental floss (£0.49), coated with a light water soluble wax designed to prevent fluoride application inhibition. The launch is being supported by extensive Press advertising to dentists and hygienists and is claimed to be the heaviest promotion ever for a dental floss. A 12 as 10 introductory bonus will be offered. *Stafford-Miller Ltd*, 166 Great North Road, Hatfield.

## Christmas shows

The dates for some of the Christmas shows were unfortunately inverted last week. The one at Hendon Hall in London is from June 26-30, and Five Bridges Hotel, Newcastle from July 4-6.

## ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

**Alka Seltzer:** All except Ln, M

**Anadin:** All except U, E

**Bergasol:** All areas

**Camay:** Sc, B

**Dettol cream:** All except E

**Dentu-creme:** All areas

**Farley's rusks:** All except Ln

**J & J baby lotion:** Ln

**J & J baby oil:** M, Y; Lc, Sc, Ne, B, G

**Just Call Me Maxi:** Ln, M, Lc, Y, Sc, So, We, G

**Newborn Skin:** M

**Nivea:** U

**Norsca:** All areas

**Numark:** U, Sc, G, B

**Polaroid sunglasses & camera model 1000:** All areas

**Vapona:** All areas





# PRESCRIPTION SPECIALITIES

## Health food snack

New from the Health & Diet Food Co Ltd is a health food snack called Biscake. The snack (£0.42) comes in two varieties—apricot and almond and apple and raisin. At Helfex '78, the international health food exhibition, last month, Biscake won the "product of the year" award. *Health & Diet Food Co Ltd, Seymour House, 79 High Street, Godalming, Surrey.*

## Numark promotion

The next Numark national promotion will run in-store from July 10 to July 22. Main lines on promotion will include Sunsilk hairspray, Sunsilk shampoo, Numark flashed packs of Mum rollette complete and refill, Libra regular and super, Heinz baby food cans, Johnsons baby lotion, Babettes, Andrex, Kleenex for men, Colgate dental cream. Supplementary lines include Milupa infant food and savouries, Milumil, Johnsons baby oil, Palmolive shaving cream and stick, Alberto Beyond pre-shampoo conditioner, Whistling Pops and Kotex Soft 'N Sure sizes 1 and 2.

Optional extras include Kwells, Diocalm, Germoloids, Germoloids ointment and Germoloids toilet tissue. The promotion will be featured in a full page in the *TV Times*, and the *Daily Mirror*, and in *The Aberdeen Press & Journal*, *Edinburgh Evening News*, *Dundee Evening Telegraph*, *Bradford Telegraph & Argus*, and on Ulster television. Local Numark wholesalers will also be offering members their own specially promoted items which vary from franchise to franchise. *ICML, 51 Boreham Road, Warminster, Wilts BA12 9JU.*

## Print tongs

The Paterson print tongs (2, £1.32) have been designed to handle all types of paper without scratching the surface. A deep shoulder is intended to prevent the polystyrene tongs sliding into the solution when rested against the tray. Each pack contains one light grey and one dark grey pair so they can be distinguished under safelight conditions. *Paterson Products Ltd, 2 Boswell Court, London WC1N 3PS.*

## RELEFACT LH-RH/TRH injection

**Manufacturer** Hoechst Pharmaceuticals Ltd, Salisbury Road, Hounslow, Middx  
**Description** Each 1 ml ampoule contains 100 mcg luteinising hormone—releasing hormone (gonadorelin) and 200 mcg thyrotrophin-releasing hormone (protirelin)

**Indications** Used as a test of anterior pituitary reserve of luteinising hormone, follicle-stimulating hormone, thyroid-stimulating hormone in patients with suspected pituitary impairment. See literature

**Contraindications** Not to be used in patients with bronchial asthma or obstructive airways disease. Not to be used in pregnancy.

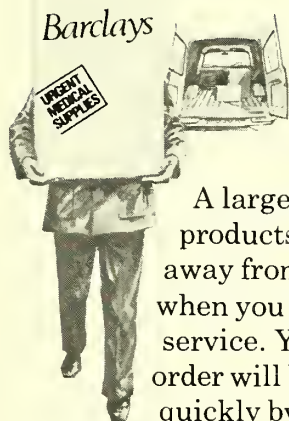
**Dosage** See literature

**Side effects** From TRH—desire to micturate, sensation of heat, slight dizziness and peculiar taste. From LH-RH—abdominal pain, nausea, headache and increased menstrual bleeding

**Storage** In dark, cool place

**Packs** 10 ampoules (£74.70 trade)

**Supply restrictions** Prescription only  
**Issued** June, 1978



A large stock of medical products are just hours away from your pharmacy, when you use the Barclays service. Your telephone order will be dealt with quickly by experienced staff and delivered by one of the 230 vehicles in our national transport fleet. Why not ring your next order to the local Barclays branch – it will make all the difference.



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# NATIONAL ADVERTISING CAMPAIGN in 1978

## NICOBREVIN

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## Stock up now and Reap the Benefit

In 1978 NICOBREVIN will be advertised regularly in 20 National Sunday, Daily, Weekly and Monthly publications. Many people want to give up smoking, and NICOBREVIN makes it easier for them—complete course—does not affect sense of taste. With this new advertising campaign, you must benefit. Make sure your stocks are there, don't miss a single sale. Ask your wholesaler NOW. Showcards and display packs available, and NICOBREVIN gives you a good profit margin.

Ask your wholesaler for supplies, or write to sole distributors

**MILLER, 13 GOLDEN SQUARE, LONDON W.1. Tel: 01 734 4246/9**



# Your company, marketing and EEC law

At the centre of the provisions of the Treaty of Rome are rules formulated to ensure free movement of goods within the EEC member states. Any company marketing goods within the community could fall foul of rules designed to prevent the distortion of competition, for example. The laws make it more necessary than ever to be professional in approach to the formation of a distribution network. A small company may have to face up to either learning the legislation or not marketing in other EEC states. Possibly distribution may need to be limited to selective risks or joint ventures.

Against this background Benn Business Promotions Ltd organised a two day seminar last week on "Your company, marketing and EEC law". The relevant Treaty of Rome articles and some of the considerations which need to be taken into account when planning a distribution network in other EEC states are given below:—

Articles 1 and 2 establish the EEC and its tasks including the approximation of the economic policies of members. Article 3 sets out activities for achieving the main objectives and includes the elimination of tariff barriers within the EEC, abolition of obstacles to prevent free movement of persons, services and capital, the institution of a system to ensure competition is not distorted, and approximation of laws. Part II of the Treaty sets out detailed provisions governing the implementation of the tasks—articles 9-11 cover free movement of goods, 12-29 the customs union, 30-37 elimination of quantitative restrictions between states, 48-73 free movement of persons, services and capital. Part III entitled "Policy of the Community" contains provisions essentially complementary to Part II.

## Important articles

*Article 85(1)* states that the following shall be prohibited as incompatible with the Common Market policy:—All agreements between undertakings, decisions by associations of undertakings, and concerted practices, which may affect trade between member states and which have as their object or effect the prevention, restriction, or distortion of competition within the Common Market, and in particular those which directly or indirectly fix purchase or selling prices or any other trading conditions; limit or control production, markets, technical development or investment; share markets or sources of supply; apply dissimilar conditions to equivalent transactions with other trading parties, thereby placing them at a competitive disadvantage; make the conclusion of con-

tracts subject to acceptance by the other parties of supplementary obligations which, by their nature or according to commercial usage, have no connection with the subject of such contracts.

The prohibition of 85(1) applies only where four conditions are satisfied: There must be either an agreement, or a decision of an association, or a concerted practice (need only be a gentleman's agreement); must be more than one undertaking involved (location in or out of EEC immaterial); agreement, etc, must be one which has effect upon inter-member trade; agreement, etc, must have object or effect of restricting or distorting competition within the Market. Infringement of 85(1) could involve fines and penalties, nullity of agreement and private suits.

*Article 85(3)* states that the provisions of 85(1) may be declared inapplicable in the case of: Any agreement or category of agreements between undertakings; any decision or category of decisions by associations of undertakings; any concerted practice or category of concerted practices which contributes to improving the production or distribution of goods or to promoting technical or economic progress, while allowing consumers a fair share of the resulting benefit and which does not impose, on the undertakings concerned, restrictions which are not indispensable to the attainment of those objectives and which does not afford such undertakings the possibility of eliminating competition in respect of a substantial part of the products in question. Four conditions must be satisfied: the agreement, etc, must improve the production/distribution of goods or promote technical/economic progress; consumers must be allowed a fair share of the benefits; there must be no unnecessary restrictions; competition must not be eliminated.

*Article 86* states that any abuse by one or more undertakings of a dominant position within the Market shall be prohibited as incompatible with the Market in so far as it may affect trade between member states.

Regulation 17 article 4 provides for notification of new agreements, decisions and practices. Until notification, no decision in application of 85(3) may be taken subject to certain exemptions. Regulations 67/67 (with amendment) and 2779/72 give block exemptions to 85(1).

## Common types of agreements

*Prices* could be affected by 85(1) where the agreement directly or indirectly fixes purchase or selling prices or any other trading conditions. Horizontal agreements between undertakings in different member states would ordinarily affect trade between states sufficiently given a

noticeable restriction on competition. Agreements within the same state may infringe 85(1) where they relate to prices and conditions of export to other states, resale prices of imports, fixing of selling prices of non-imports in the home market, fixing of purchase prices. Vertical agreements are generally not affected by the Treaty of Rome, being essentially national. However, in a case concerning Agra Gevaert the Commission pointed out that 85(1) could apply. *Conditions of sale* covered by 85(1) include those which apply dissimilar conditions to equivalent transactions, for example, giving less favourable terms to certain customers on prices, credit and discounts. Making conclusion of contracts subject to acceptance of supplementary obligations which have no connection with the subject of such contracts would be covered. Undertakings in Holland, Germany and France fixed prices and discounts and other conditions for the sale of quinine and quinidine products in various EEC markets. Amount and timing of price increases were agreed and a quota system for exports was observed. The Commission decided that the agreement restricted competition within the Common Market and that freedom of inter-state trade was adversely affected.

*Limiting markets* may infringe 85(1) and are expressly prohibited when they limit or control production, markets, technical development or investment or where markets or sources of supply are shared. The question to be asked is whether the agreement would restrict or distort competition and affect trade between states to a noticeable extent. Individual exemptions under 85(3) are unlikely.

*Collective exclusive dealing*, usually where national groups of suppliers covenant to supply exclusively through certain channels or arrange reciprocal exclusive supply, are covered by 85(1) because they contribute to the contrived division of the national market. No individual exemptions under 85(3) have yet been granted.

*Joint purchasing* may fall under 85(1) and no individual exemptions under 85(3) have yet been granted.

*Joint selling* may infringe 85(1) where parties have deprived themselves of freedom to fix prices independently. Individual exemptions under 85(3) may be possible.

*Sole agency* would not fall under 85(1) where the commercial agent undertakes to negotiate and conclude transactions on behalf of an enterprise but does not engage in activities proper to an independent trader. The criterion used by the Commission to distinguish commercial agent from independent trades is

*Continued on p993*

Copies of the full symposium notes are available for a fee and the symposium tutor is willing to give advice. Details from Benn Business Promotions Ltd, Press House, 25 High Street, Edenbridge, Kent TN8 5AB (tel 0732 863944).



# BerkeyKeystone: pocket cameras you can afford to sell!



**106**

Built-in electronic flash. Extended range capability. 2 year warranty.

**306**

2:1 tele-zoom lens. Built-in electronic flash. Extended range capability. 2 year warranty.

You know how it is with a lot of popular cameras—you're expected to stock them but you're always being undercut. With Berkey Keystone it's different.

Our pricing and distribution policy gives you a really fair mark up.

## You sell a first-class product.

Berkey Keystone are the most advanced popular cameras in the world.

The first with built-in electronic flash (we invented it!) and the first with a 2:1 zoom lens (the new 306). They have neutral density filters, allowing the full benefit of a fast (400 ASA) film. This extends its use

in daylight, doubles the

flash range and encourages your customers to take more shots, so you sell more film and processing!

All this, coupled with superb reliability (we have far fewer 'customer returns' than anyone else), means you can afford to sell Berkey Keystone in every sense.

Ask your film processor or wholesaler, or contact:

**Bill Painter at**  
**Berkey Keystone (UK) Ltd,**  
**P.O. Box 5, Burrell Way, Thetford,**  
**Norfolk IP24 3RB. Tel: (0842) 2484**

**Ireland: Orlaine Agencies, Unit 13,**  
**Abbey Shopping Centre, West**  
**Street, Drogheda. Tel: 7481.**

## Special Sales Offer!

We will allow you £1.50 to make a special offer of free processing to everyone buying a 106 or 306.

Point of sale available to help you put this offer over.



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# Nurdin & Peacock supply quality O.T.C. products for health & beauty care...

Continuing high costs of direct selling and distribution has encouraged the modern trend towards cash and carry trading. Nowhere is this more so than in the "Health and Beauty Care" field. It offers you freedom of choice on a multitude of famous brand products ranging from health foods to paper products in many cases at prices

under manufacturers best list terms with no minimum order penalties. You buy what you want when you want – and still get extra discount. Accounting procedures are minimal and you use us as your warehouse – releasing your storage space for selling space.



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**CHATHAM**  
Tel: 0634-41621

**CHRISTCHURCH**  
Tel: 02015-2071

**COLCHESTER**  
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593-3501

**EASTLEIGH**  
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Tel: 579-5297

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Tel: 0473-59059

**LOWESTOFT**  
Tel: 0502-65168

**NORTHAMPTON**  
Tel: 0604-53012

**NORWICH**  
Tel: 0603-49029

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Tel: 0733-231941

**PORTSMOUTH**  
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**RAYNES PARK**  
Tel: 946-9111

**READING**  
Tel: 0734-585739

**SIDCUP**  
Tel: 302-6237

**SOUTHEND**  
Tel: 0702-526341/2

**STAINES**  
Tel: 81-52515

**WALTHAM ABBEY**  
Tel: 9-715115

**WATFORD**  
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Setlers	12 x standard	1.79*	26p	38%
Setlers	24 x rolls	1.52*		
Radox Bath Salts	6 x large	1.71* <del>52p</del>	39p	21%
Radox Bath Salts	6 x medium	1.15*		
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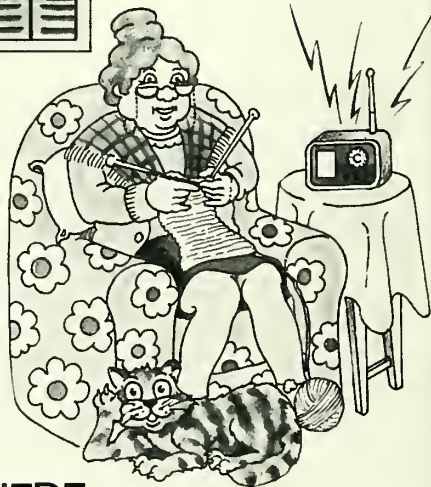
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Everywhere that people listen to radio, they'll hear the Nurodol message.

In London, Birmingham, Manchester, Glasgow and all the other 15 local radio areas, we're running a series of remarkable



## TELLING EVERYONE, EVERYWHERE.



# EEC law

Continued from p988

responsibility for financial risk. Other factors considered are whether considerable stock is the agent's property, a substantial customer service is required at the agent's own expense, prices can be determined by the agent.

*Joint agency* may be covered by joint selling agreements. A recent proposed Directive sets out the law concerning commercial agents.

*Sole distributorship* fall within 85(1) in so far as it confers absolute territorial protection. Individual exemption under 85(3) and block exemptions by regulation 67/67 as amended may apply. 85(1) would not apply where the agreement has no noticeable effect on trade between member states. Parties with a weak market position may also be excluded. Where a parent company appoints as sole distributor a subsidiary which is not economically independent, the agreement falls outside 85(1).

*Requirements contracts*, where one party is obliged to obtain all supplies of certain products exclusively from the other party to the agreement, may fall under 85(1) but block exemption by regulation 67/67 and individual exemption by 85(3) are possible.

*Sales promotion* cover trade fairs, exhibitions, joint advertising and use of a common label to designate a certain quality. Trade fairs can be affected by 85(1) where the freedom of exhibitors to take part directly or indirectly in other fairs, etc, is restricted. Individual exemptions under 85(3) may be possible.

*Exclusive dealing and industrial property*, where exclusivity may be reinforced, for example, by trade mark rights, could be covered by 85(1) if provisions of national law prevents importation of products covered by the property right. Individual exemption under 85(3) is unlikely.

*Specialisation agreements* are those in which two or more manufacturers in the same field agree that each party will specialise in the production of certain types of products to the exclusion of those manufactured by the others. Each party supplies, sometimes exclusively, to the others and undertakes to obtain exclusively from the others the products he has agreed not to manufacture. Such agreements may fall under 85(1) because competition is often restricted. Many agreements are granted block exemption under regulation 2779/72 and individual exemption by 85(3) may apply.

*Standardisation agreements* are those where parties undertake not to manufacture or sell products not conforming to certain standards. Such agreements may restrict the ability of participants to compete by offering differentiated products. The application of 85(1) is uncertain—the commission has not yet made a decision relating solely to such agreements. Individual exemption under 85(3) is possible especially because such agreements contribute towards a unified

market. Regulation 17 article 4(2) dispenses with the obligation to notify to the Commission an agreement with the sole object of the development of uniform standards. Regulation 2821/71 gives power for block exemption although it has not yet been used.

*Research and development* may fall under 85(1) if the parties accept restrictions to the exploitation of joint work especially where the parties are competitors. Exemption under 85(3) may apply because technical progress may be stimulated. Article 4(2) of regulation 17 as amended allows non-notification if the sole object is joint research and development. Regulation 2821/71 allows block exemptions.

*Selective distribution* whereby a manufacturer imposes on his distributors restrictions as to who may resell the products may fall within 85(1) if a large number of retailers are deprived of the opportunity to resell. Exemption under 85(3) may be granted, for example, where distribution is improved and competition from other manufacturers exists.

## Product liability proposals

A proposal for harmonisation of product liability laws has been submitted by the Commission to the Council of Ministers. Considerable divergences between national laws were noted, and the possible effects pointed out: Distortion of competition because pricing would take account of stricter liability; hindrance to free movement of goods because of influence on areas of marketing; the person and personal property are protected to different degrees within the community.

The general principle of liability is that the producer of an article shall be liable for damage caused by a defect whether or not he knew or could have known of the defect. Fitness for purpose is not part of the proposals. The producer would be liable even if the article could not have been regarded as defective in the light of the scientific and technological development at the time of circulation. Strict liability would apply in relation to development risks and the injured party would have to prove the damage and its causal connection with the defect. Liability would be excluded where the producer did not himself put the article into circulation or at the time he did so, the article was not defective. The benefit of liability would accrue not only to the ultimate purchaser but to anyone who suffers due to the defect.

Where two or more persons are liable the rule of joint and several liability would apply. The producer could mean that of the finished article, materials or components or any person who represents himself as producer by trademark etc (covering own label goods, for example). Two categories treated as the producer would be any supplier unless he disclosed the identity of the producer (when not available) or from whom he acquired the article, and the importer of a defective article into the EEC for sale or similar purpose.

A product would be regarded as defec-

tive when it did not provide for persons or property the safety which a person is entitled to expect. Individual susceptibilities would not normally be relevant unless the producer had failed to draw attention to such risks as are generally known. The damage would consist of death or personal injuries and of damage to or destruction of property, excluding damage to the article itself and property acquired for trade or business. Liability would be limited in both its amount and duration.

## Exports boost UK aerosol production to new record

Production of aerosols in the UK in 1977 rose by about 8 per cent compared to 1976 to reach a new peak total of 532.5 million units, according to the annual report of the British Aerosol Manufacturers' Association. Much of the growth came from increased exports of filled aerosols, with especially strong demand from the middle east for insecticides.

Category analysis shows modest increases in household and personal products and significant increases in production of medical, automotive and industrial products. Some of the Association's estimates of total UK aerosol fillings of various types of product in the following: insecticides 68.0m units (47.5m in 1976), air fresheners 25.0m (28.5m), hairsprays and dressings 123.5m (139.0m), colognes and perfumes 76.0m (63.5m), personal deodorants and antiperspirants 68.5m (66.5m), shaving lather 17.5m (11.5m), other personal products 4.0m (6.0m), medicinals and pharmaceuticals 24.0m (21.0m), miscellaneous including veterinary products 4.5m (7.5m).

Copies of the annual report may be obtained from the Association at Alembic House, 93 Albert Embankment, London SE1 7TU.

## Counselling service for small firms in South east

A small firms counselling service for London and South East region was launched last week by Mr Bob Cryer, Parliamentary Under-secretary with special responsibility for small firms in the Department of Industry.

The scheme has been created to enable owners and managers of small independent businesses to discuss ways of increasing turnover and productivity. The area counselling offices are staffed by small teams of recently retired businessmen with experience relevant to the small firms sector. The first counselling session is free. The first day subsequent to the initial session costs £5 and additional counselling, with an overall total of 10 days in any one year costs £15 a day. Further information from the Small Firms Information Centre, 65 Buckingham Palace Road, London SW1W 0QX.



# PROFESSIONAL NEWS

Pharmaceutical Society of Great Britain

## No increase in statutory fees next year

There is to be no increase in the Pharmaceutical Society's statutory fees in 1979. This was agreed at the June Council meeting last week.

The Society and the Pharmaceutical Services Negotiating Committee have been discussing a joint submission to the Department of Health on the rational distribution of pharmaceutical services in group practice areas (*C&D*, last week, p961). The document was considered by the general practice subcommittee at which it became clear that differences with the Company Chemists Association on paragraph 3.12 (new pharmacies in shopping centres, p963) of the document might be capable of resolution by negotiation. Further discussions are to be sought with the PSNC, the National Pharmaceutical Association, the Company Chemists Association and the Co-operative Pharmacists Technical Panel on this paragraph. It was also agreed that paragraph 10 of appendix 1 (inaccessibility of part-time premises) should be discussed further by the Society's Law Committee.

### Report on chloroform

A paper setting out objections to the Department of Health's draft Order prohibiting the use of chloroform in medicines except under certain circumstances (*C&D*, May 20, p826) is being prepared for submission to the Medicines Commission by a joint working party comprising the Pharmaceutical Society, the Proprietary Association of Great Britain, the Association of the British Pharmaceutical Industry and the Toilet Preparations Federation, it was reported to the Science Committee. Council agreed that the Society should also make a separate submission.

The Committee was told that, at a meeting held after the May Council meeting, the working party had been concerned that no explanation had been given by the Committee on Safety of Medicines for rejecting its arguments that a ban on the use of chloroform was unjustified and unnecessary. It also noted that no indication had been given of the subjects that should be investigated in the further studies acknowledged by the CSM as necessary, and that the Department's attitude appeared to be prejudiced against chloroform, as it had been pointed out that the maximum level permitted as a preservative might need to be reduced "if further adverse information were received".

The working party had also objected to the time schedule of the Order, to the

absence of provision for wholesale dealings, and to the unsatisfactory definition of "external use", which differed from that in the General Sale List regulations. Therefore, the working party wished to make representations to the Commission, putting forward new evidence and asking that the proposed Order should not be laid before Parliament until the problem had been further elucidated. Proposals for the control of contact lenses and contact lens solutions under the Medicines Act 1968 had been received from the Department of Health and the Committee considered the proposals satisfactory.

The Education Committee was reminded that the "responsible pharmacist" in an establishment approved by the Society for preregistration experience should have been registered with the Society for at least three years.

### Branches to encourage students

Society's branches having a school of pharmacy within their boundaries are to be asked to encourage students to participate in branch activities and to organise one or two meetings each year specifically involving students. It was also agreed that where a branch incurred a deficit attributable to student involvement, the Council would consider a request for a supplementary grant.

Comments on a discussion document outlining proposed new functions for the regions will be included in the agenda of the regional secretaries' meeting to be held on October 19. It was agreed to defer consideration of the role and funding of the proposed regional Press officers until a new head of publicity was appointed.

A meeting of the Industrial Pharmacists Group, on "Clinical trials", will be held on November 9. A Group meeting on "Health and safety at work" will be held during the week commencing January 15, 1979. Members of the Industrial Pharmacists Group who have not completed survey forms on their salaries and areas of activity are reminded to do so. The results of the survey will be considered at the next Group meeting before being considered for publication. The R. P. Scherer Award is to be administered by the Society for a further year on the same basis as previously.

As in 1976 and 1977, the pharmaceutical industry is to be asked to supply details of vacancies for preregistration students which will be circulated to second year students at schools of pharmacy in October.

Among Council's recommendations on

the Proposed Medicines (Advertising to Medical and Dental Practitioners) Regulations 1978, received from the Department of Health, was one saying that the Department should be told that the Regulations were drafted for the medical and dental professions only and no account had been taken of the needs of pharmacies to obtain adequate information from advertisements.

Robert Catcher and Associates Ltd, the publishers of a booklet, "Family care", intended for free circulation from pharmacies, are to be told of the Society's suggestions for amendments to the editorial text. The Council had previously decided not to allow its name to be used in the foreword of the booklet. The same publishers, who are also producing a medicine cabinet card, are to be told that the Society has no objection to the card provided that references to proprietary medicines included several brands and that there was a statement saying that the pharmacist would advise on the most appropriate medication.

An apology had been received from the BBC concerning a statement wrongly attributed to the Pharmaceutical Society during the publicity surrounding the opening of the "Better health" campaign. The statement that "overprescribing was exaggerated", had been made by a spokesman for the ABPI and not the Society. A copy of the letter of apology has been sent to the Secretary of State.

A pilot appreciation course for pharmacists on family planning is to be held in collaboration with the Society's Sherwood region committee.

### Sources of information

At a recent meeting between the National Association of Area Pharmaceutical Officers and representatives of the Society, it had been suggested by an APHO that hospital drug information centres might be replacing general practice pharmacists as a source of information. The general practice subcommittee recommended that general practice pharmacists should be reminded of the services available from such centres, and that APHOs should be asked if the centres could circulate, through Family Practitioner Committees, to pharmacists lists of the common queries received from doctors.

The Secretary for Prices and Consumer Protection is to be informed that the Society would support any campaign to provide information about unbranded medicinal products being available and to persuade the public to seek the advice of pharmacists on their suitability. Post-marketing surveillance is to be discussed at a meeting between representatives of the Society and the BMA general medical services committee in the autumn. Representatives of the PSNC will be invited to attend the meeting.

The possible exemption of certain animal medicines from the Prescription Only Medicines List was to be discussed on June 15 by representatives of the Society and the Veterinary Products Committee. Representatives of the British



Distributors of Animal Medicines, the United Kingdom Agricultural Supply Trade Association (UKASTA) and the National Farmers Union would also attend.

The Law Committee and the general practice subcommittee considered a draft Statutory Instrument from the Department of Health relating to collection and delivery arrangements for dispensed medicines. The proposed Order defined a "collection and delivery arrangement" as "any arrangement whereby a person is enabled to take or send a prescription by a doctor or dentist to premises other than a registered pharmacy and to collect or have collected on his behalf from such premises a medicinal product prepared or dispensed in accordance with such a prescription at a registered pharmacy". Both the Law and Practice Committees felt that there should be control on the establishment of collection points and that only approved arrangements should be permitted. The Department is to be informed of this view and requested to introduce conditions under Section 53(4) of the Medicines Act 1968 to regulate the collection of prescriptions in businesses, other than pharmacies, where General Sale List medicines are on sale.

#### Door-to-door pamphlet warning

A warning letter is to be sent to a pharmacist who had distributed on a door-to-door basis a pamphlet including the phrase "dispensing chemist" and referring to the dispensing of urgent prescriptions. A complaint is to be made to the Statutory Committee concerning the conduct of a pharmacist who had advertised in a local newspaper a collection and delivery service for medicines. The pharmacist had been told that the tenor of the advertisements implied a professional medical service contrary to the Statement upon Matters of Professional Conduct.

A pharmacist who had asked the Society whether there would be any objection to his advertising the fact that he specialised in the supply of surgical equipment, by duplicating a paper on business stationery to doctors, hospitals and nursing homes in his area, is to be told that since his is a very specialised service, no objection would be taken.

The inclusion of hours of service of pharmacies in the "Yellow pages" telephone directories came within the Council's statement on advertising by pharmacists, Council agreed. It was Council's view that when it was necessary for an announcement to be made other than by a pharmaceutical organisation (the method Council preferred) it should be limited to the name and address of the owner, and the hours of service only.

#### Good dispensing guide

The Ethics Committee considered a first draft of a guide to good dispensing practice which had been prepared in the office. An amended draft will be considered at the next meeting of the Committee.

# CDA concerned over product liability

The Chemists' Defence Association directors are to decide whether to make further representations on the pharmacist's position regarding product liability.

Concern was expressed at the National Pharmaceutical Association's Board of Management meeting on May 23 about claims arising from "design" or "development" faults such as those inherent in thalidomide and Eraldin. Such "defects" could give rise to many simultaneous similar "injuries" and consequently to many larger claims which even the largest insurance company would have difficulty in meeting.

NPA's deputy secretary, Tim Astill, reported on a meeting of trade association officials sponsored by the Allied Polymer Group, when it was noted that there has been increasing pressure for change. An EEC draft Directive, a Council of Europe convention, the English and Scottish Law Commissions' report published last year and a report from the Royal Commission under Lord Pearson all recommended that a "producer" of "defective" goods should be strictly liable for injury caused by those goods without the need for the injured person to prove negligence. From the point of view of NPA members, the definitions of "producer" and "defective" were of vital importance. It was generally agreed by those pressing for change that a "producer" of goods was the manufacturer or importer or any person who, during the chain of distribution, interfered with the goods by, for example, repacking them or re-labelling them. Thus a pharmacist dispensing other than an unlabelled original pack would be a producer for those purposes.

#### Side effects not defects

It was therefore clearly important for side-effects not to be regarded as "defects". From the definition in the Law Commission's report it seemed that mild side-effects, or side-effects of which clear warning had been given would not count as "defects", but severe or unforeseen side-effects (such as those manifested by thalidomide and Eraldin) would leave the producer (ie manufacturer and dispensing pharmacist) wide open to third-party claims which would be difficult to resist. Manufacturers, especially pharmaceutical manufacturers, were understandably worried.

It was however, important not to exaggerate the problem, the Board was told. Retailers had been strictly liable for selling defective goods since 1893 under the Sale of Goods Act warranties as to "merchantable quality" and "fitness for purpose". It was now impossible to contract out of these warranties in consumer sales by virtue of the Supply of Goods (Implied Terms) Act 1973. The consumer

was further protected by the new Unfair Contract Terms Act. It was difficult to estimate the effects of the consumer protection legislation now proposed. Undoubtedly the publicity that would be given to the "new shoppers' rights" would stimulate more claims. But where goods were sold by a retailer in the same condition as when received by him the claim would be passed back to the manufacturer, as now.

The Board was reminded that the NPA, jointly with the Pharmaceutical Society, had already written to the Department of Health asking that medicines be treated as a special case. Representatives of the NPA, Society and PSNC were shortly to meet again to discuss any further representations.

At what was described as a unique occasion, NPA treasurer Mr Griff David (leader of the NPA delegation to the EEC Pharmacy Group) welcomed Mr Joe Power FPSI (head of the Irish delegation) and his colleague Mr John Burke FPSI, both from Dublin to the Board Meeting. Mr Power and Mr Burke said that they had embarked on the task of raising the level of the pharmaceutical profession in Ireland and giving it a new image in the eyes of the public and the Government. The visitors made it clear that they would not want pharmacy to develop into a purely non-commercial dispensing service, but recognised the importance of OTC trade within the pharmacist's professional work of counselling. They advocated segregation of pharmaceutical and non-pharmaceutical areas of retail pharmacies as essential in projecting a stronger professional image.

A member had written asking whether the CDA indemnity benefits covered suntan treatment at the pharmacy by means of a Sontegra solarium. After discussion it was decided that this treatment could not be regarded as part of the normal business of a retail chemist and that CMI be asked to quote for the appropriate cover.

#### Meths packaging

The Board is to draw to the attention of the Department of Prices and Consumer Protection that mineralised methylated spirits seems to be outside the scope of the Packaging and Labelling of Dangerous Substances Regulations coming into force on September 1. The Board considered the omission serious.

The General Purposes Committee noted that the Price Commission would be examining and reporting on the prices, costs and margins in the production and distribution of toothpaste.

After considering correspondence with Roche Products Ltd following members'

*Continued on p996*



## Discount parcels

*Continued from p995*

complaints about alleged exclusion from a discount parcel scheme, it was agreed that interested members would be informed that they could secure an appropriate visit from a representative simply by contacting Roche's head office.

The Board noted with pleasure that efforts to exclude a pharmacy from a health centre development site in Burnley, where there was already an adequate local pharmaceutical service, had proved successful. A letter had been received from the borough's planning estates officer stating that the site involved was now likely to be used as a car park.

Although it was the personal experience of several Board members that Abbott Laboratories provided an excellent service to ostomy patients and did not go out of their way to poach patients from chemists, it was recognised that some NPA members did have justifiable complaints and it was decided to liaise with the PSNC about the possibility of joint representations being made to the company.

### Extra work from Medicines Act

Mr David Coleman reminded the General Purposes Committee that when the General Sale List Regulations come into force in about two years time, pharmacists would be required to exercise personal supervision over the sale of many more medicines than at present.

He was assured by Mr Astill that adequate warning and information would be distributed to NPA members in good time, but Mr Coleman expressed concern about the extra work load that pharmacists would face in the form of interruptions by staff constantly drawing the pharmacist's attention to each sale of a "P" medicine. He suggested that this could, in certain instances, so distract a pharmacist as to give rise to the possibility of dispensing errors, and he said that the extra work could in some instances make dispensing very difficult if not impossible.

The Committee shared Mr Coleman's views, but recognised the difficulty of lobbying for a change in the law that would reduce the burden of supervision on the pharmacist whilst at the same time retaining the restriction of "P" medicines to pharmacies. The discussion was thus inconclusive but the Committee felt that the matter could usefully be examined by the NPA Board at a later stage.

In answer to a question about the inclusion of VAT as an element of turnover, Mr Mac Rusling replied that this was excluded from Interfirm Comparison figures as far as was practicable. Unfortunately, not all accountants used by members followed this practice.

It was noted that supplies were now available of "prescription remainder" receipts in books of 500 numbered duplicates and of a carboy-shaped open closed sign.

# NPA reports on Australia and New Zealand trips

The following are points from NPA Board members' reports on visits to Australia and New Zealand in April.

Two issues dominating the Australian conference were patient counselling and the use of computers which, it was envisaged, would carry all the necessary information for patient record systems and for stock control.

An executive member of the Australian Federation of Consumer Organisations asserted in a conference paper that if pharmacists wanted their advice to patients to be accepted and appreciated they should start charging for it! Her argument was that the pharmacist's status was likely to be enhanced and his professional advice more likely to be followed if he was associated in the minds of consumers as being part of a health care advisory service.

In Australia the range of medicines and the quantity prescribable for NHS dispensing were both restricted. About 600 drugs were permitted in the form of 2,200 items (taking account of different strengths and brands). There were also 340 drugs available for extemporaneous dispensing. The pharmacist was required to code every prescription with a six-digit code specific to the item dispensed. If there was any query about the prescription or coding, however small, the prescription was referred back to the chemist for verification.

Pricing was fully computerised. Chemists were paid in full within four to five days of submitting prescriptions. Three to four days later the chemist received a computer print-out listing every prescription and what he had been paid for it. Repeats were allowed. The prescription form was printed in duplicate and where repeats were ordered the chemist wrote out a new prescription for remaining supplies and handed it to the patient.

### Prescription charge of £3

Patients other than pensioners, single parents, poor people and certain ex-servicemen paid a prescription charge of £3 per item. There had recently been an important change in the constitution of the committee which decided chemists' remuneration (Joint Committee on Pharmaceutical Benefits Pricing Arrangements). Formerly remuneration was "determined by the Minister" on the advice of the Joint Committee which consisted of four Pharmacy Guild representatives, four Departmental officers (three health, one treasury) and an independent chairman. Henceforth, rates of remuneration would be determined by the chairman of the Joint Committee who was to be a deputy president of the Conciliation and Arbitration Commission. His determina-

tion would be binding on both Guild and Government so negotiations were subject to "continuous arbitration."

Pharmacy chains were proscribed by legislation which had been passed soon after the war to stop big multiples moving into Australia. The Act prevented the expansion of pharmacy-owning companies which could not now open or acquire branches in excess of those open at the time the Act was passed.

The biggest chain was Soul-Pattinsons with 43 shops. It could only open a new branch if it first closed an existing one but it had expanded by appointing independent chemists as "agents". Soul-Pattinson agents numbered several hundred but were completely independent. They could obtain and sell Souls' extensive own-brand range, they could buy on best terms from Souls' warehouse (taking advantage of Souls' considerable buying power) and they were supported by heavy advertising. It was not uncommon to see a pharmacy with a fascia bearing the words "agent for Soul-Pattinson" in letters far more prominent than the proprietor's name.

The Pharmacy Guild of Australia published the only chemists' price list and was switching to microfilm format. In future every subscriber would receive a complete new price list every fortnight but would need to buy his own "reader".

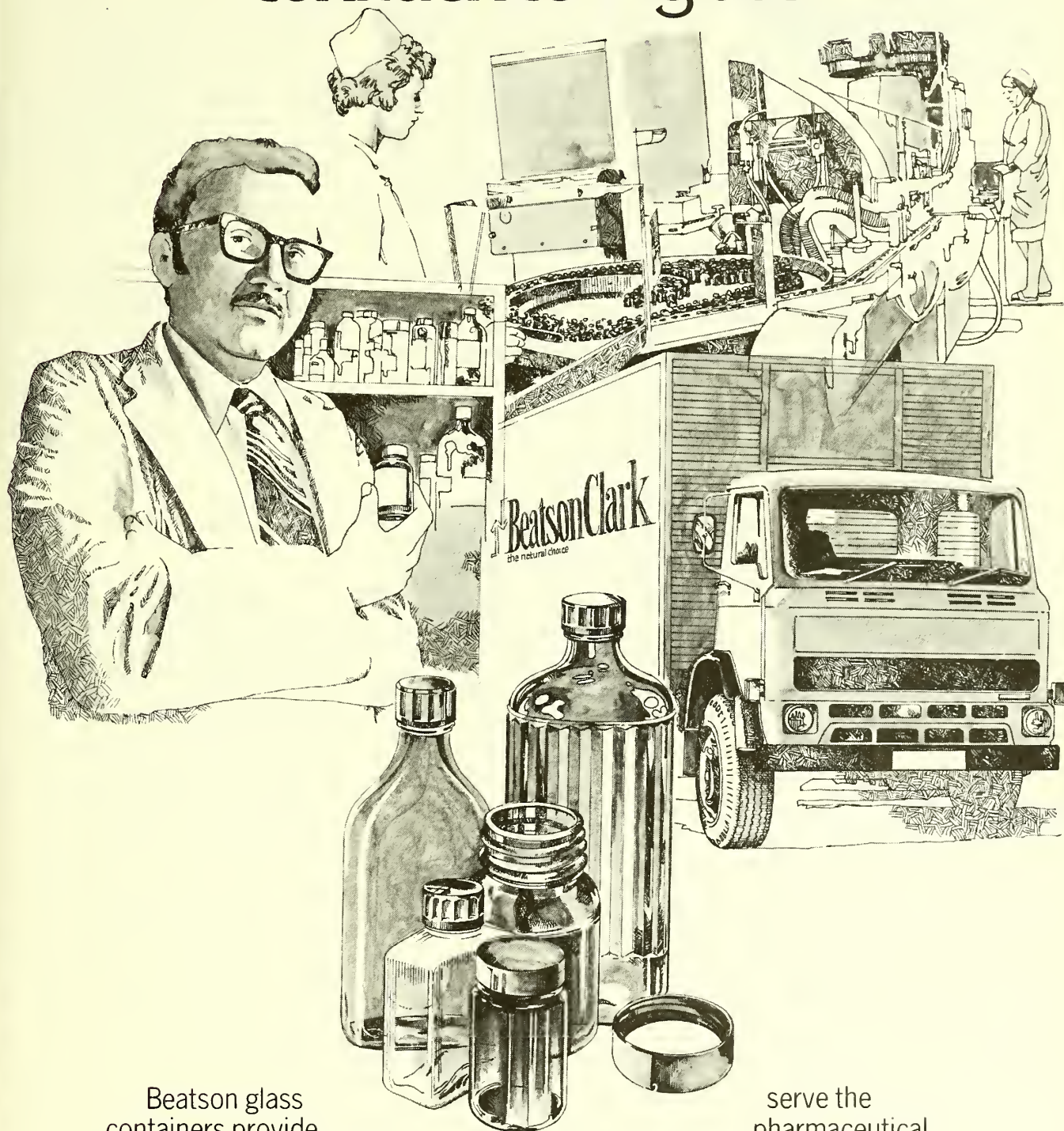
### One man one pharmacy

In New Zealand, opening of new pharmacies had been controlled for many years by the equivalent of the Town and Country Planning Act. Effectively there was "one man one pharmacy" and an acceptably rational distribution except that it seemed to the UK visitors that a population of three million could hardly support two schools of pharmacy and 1,154 pharmacies. Whilst the visitors were in Christchurch, the results of a planning appeal were announced which appeared to cast considerable doubt on the legality of pharmacy control through planning legislation.

In both New Zealand and Australia doctors were limited as to the medicines and quantities they could prescribe under the NHS. The prescribing of each doctor was monitored by computer and any who persistently broke the rules or whose prescribing costs were significantly above average were visited personally by a counsellor. Surprisingly in both countries the counsellors were pharmacists. When asked how doctors reacted to being advised on prescribing by a pharmacist the Guild officials and civil servants all said that there was seldom any difficulty and the practice had helped enhance the status of pharmacy in the eyes of the medical profession.



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# LETTERS

## Pharmacy planning for all . . . .

In his recent letter (*C&D* May 27, p865) Dr Booth poses a number of questions, not least of which is that of the public interest. In western democracies governments do not generally take actions that are against what they deem the public interest. Opposition parties would be quick to point out such actions and ultimately the government has to answer to the electorate. Obviously, therefore, pharmacists are not going to get an agreement on planning out of the government which serves our interests rather than those of the public. One must not forget however that pharmacists themselves have interests and, as can happen in the case of leap-frogging, if these are ignored the results can be traumatic both to pharmacists and indirectly to the public interest. Surely therefore one can produce a case for planning in pharmacy which will be of benefit to the general public, established pharmacies and pharmaceutical entrepreneurs.

### What is public interest?

Dr Booth asks if we can define the public interest. In its widest sense the answer to this probably depends on your politics, but as far as pharmacy is concerned, recent evidence presented to the Royal Commission on the National Health Service by the Association of Community Health Councils for England and Wales (*C&D* March 11, p340) suggests that the public requires "a source of advice on self-medication" and "the ability to have a prescription dispensed within reasonable walking distance (or an inexpensive bus journey) of home." We know too from the success of leap-froggers, that the public likes to have prescriptions dispensed as near as possible to the point of issue. The level of distribution of pharmacies that seems to be called for by the public is thus very different from the level now prevailing.

The economics of such a distribution call either for massive subsidisation or for the channelling of all medical products—GSL, veterinary, industrial, dispensing doctors and what have you—exclusively through pharmacies. The first option calls for large public funds, the second for a monopoly, neither of which are the political parties likely to see as expedient or urgent. With these constraints the most the public can ask for in present economic circumstances is that they be served at least as well as they are now. Provided that this is not compromised, I see nothing wrong in the profession asking for a reasonable solution to its distribution problems, especially if it can come up with arrangements for deprived areas.

### Security

Leaving aside the public interest, what really are the interests of the individual

pharmacist? In the final analysis what most of us really want is a reasonable standard of living plus security. I'm sure Dr Booth would be the first to point out we can only reconcile our private aspirations and the public interest by making a careful economic analysis of what the pharmacist can provide for the public and what the public can provide for the pharmacist.

It would seem that the recommendations on planning now being submitted to the Department of Health and Social Security by the Society and the Pharmaceutical Services Negotiating Committee, (*C&D* May 20 p798 and last week p961) have hit the nail on the head. As I understand it the recommendations are that there should be restrictions on NHS contracts in the vicinity of a group practice or health centre of three or more doctors. In theory, three doctors should be serving at least 6,000 people and so generating 36,000 prescriptions a year at the average rate of about six prescriptions per person per year. In current economic conditions, a pharmacy serving such a unit exclusively, should be viable, so meeting the criteria of reasonable income for the pharmacist.

However to serve the public interest its position should be a not unreasonable distance from the surgery. Dr Booth has pointed out that the inspector at the Shipley inquiry thought a "not unreasonable distance" to be 300 yards. Alternatively can I suggest that  $\frac{1}{4}$ -mile by the shortest available route is a suitable round figure. Within that distance, it would be difficult for the public interest to be better served, so I see no reason why the contractor should not be given security by means of a monopoly NHS contract. Very little is to be gained by the public if another contractor moves 200 yards closer. Any such scheme however should pay attention to the rights of existing pharmacies and make provision for those areas deprived of an adequate pharmaceutical service.

### Entrepreneur

As Dr Booth exhorts us, perhaps we should look closely at Mr Smith's suggestions for a more comprehensive service (*PJ* May 20). Outside these "restricted" areas—for example in large shopping centres—the entrepreneur should have his full rein. His income derives both from his profession and from the successful use of merchandising skills: his security from his position in the town centre with its chain stores and multi-storey car parks.

The question asked by outsiders is why, if there is no gain to the public, should some pharmacies be granted monopolies. The Clothier Committee recognised that in certain circumstances attention should be paid to the hardships of contractors. Indeed part of the *raison d'être* of Clothier was to "avoid sudden changes in arrangements for prescription dispensing and the consequent effect on incomes."

If the government accepts Clothier then it accepts the concept of planning

to avoid hardships to practitioners providing it is not against the public interest. The precedent has been set by Clothier. Sooner or later a national planning committee must be created to operate a scheme and to investigate individual cases. I realise primary legislation will be required but bodies outside pharmacy, such as Community Health Councils are beginning to see the idiocy of allowing pharmaceutical services to operate under the same conditions as fishmongers. (No offence to fishmongers—they have their own problems of disappearing outlets. The difference is that in the absence of a pharmacy its products do not come pre-packed and deep frozen in supermarkets.) Furthermore since the government is a monopoly purchaser of our products the free market does not operate anyway.

No doubt with any such scheme voices will be heard crying monopoly! Restrictive practice! Vested interest! I had best declare my interest. Yes, I run a small pharmacy within a quarter mile of a group practice. In the past 15 years that practice has grown, with us, from a part-time surgery of one, to a full-time practice of three. However any scheme will be too late for us. My friendly neighbourhood leap-frogger opened two months ago.

Nicholas Wood  
Ingatstone, Essex

## . . . but think first

Before we even try to decide what we think about planned controlled distribution for general practice pharmacy we need to clarify our purpose as pharmacists. What are we aiming for?

Can we agree broadly that we seek to promote the health interests of mankind generally, of our fellow citizens in the country where we practice? Short term we might gain by selfishly pushing our own interests as pharmacists, but long term we can prosper materially and morally, only if we are unselfish, only if we act first as citizens, which we all are, and then as pharmacists. So let us begin by asking what the citizen asks of pharmacy. And what can pharmacy offer in current circumstances, economic, political, social?

Some basic questions must be asked and answered: How far is it reasonable for someone to travel for medicine—half a mile, one mile, five miles? How long is it reasonable for someone to wait—ten minutes, one hour, a day? How much is it reasonable for someone to pay—the current levy, nothing, more? (Remembering that payment must be made in the end, however directly or indirectly, should sober the over-generous with public funds, *our* funds.) In short, what service is desirable, what is possible within our resources?

These and many other questions call for some kind of answer before we discuss the merits and demerits, the mechanics, of planning and control. There are potent arguments for and against bureaucratic control, for and against market



control. But logic demands that first we define our goals clearly.

Some of us are ardent to stop further inroads into our liberties, preferring the abuses of the market, of competition, to the abuses of bureaucracy. This is my own present instinct. Yet we must not be blind to the opposing view, with a different slant on freedom, and I am open to persuasion.

What I seek to block is any decision to try to introduce any new form of control, by withholding an NHS contract or otherwise, until the matter has been much more widely and deeply pondered. All pharmacists, and especially those who can look forward to many years in general practice, will, I hope, involve themselves actively in this debate. And every student must realise the implications.

An economic materialistic analysis is not enough; we need a moral assessment of our values and must weigh carefully the material and non-material. We must ensure our balance is reliable, and that our vision of our goal is clear.

Any reader interested in a fuller statement of my views can receive a reprint of an article I wrote some years ago on the matter, subject to stock of reprints being sufficient.

**Eric A. Jensen**  
39 Withdean Crescent  
Brighton BN1 6WG

## Refusal to pay the PSNC levy

On April 3 the West Glamorgan Pharmaceutical Committee passed a resolution which was discussed at the PSNC meeting April 26, suggesting that the voluntary levy paid to PSNC by contractors be diverted to the payment of a professional negotiator. A reply was received which stated that the PSNC "has already paid officers who are skilled in negotiation"—Mr Brining and Mr Smith.

West Glamorgan Committee would suggest that whilst not doubting that the paid officers have skills it would seem that they are not in the field of negotiating, as can be seen by the results obtained. What this committee wishes to see is a negotiator who can be briefed by PSNC to meet the DHSS with the full facts in order to argue our case and one who is fully answerable to PSNC and hence its electorate. As in any position, the results would determine whether the person in that position would retain it, which is not the case now.

To this end this committee unanimously agreed to withhold payment of the PSNC levy, the sum being £1,430 for the six month period April 1-Sept. 30.

**Martyn Lloyd**  
Secretary  
Swansea

Mr Alan Smith, chief executive of PSNC, acknowledges that his team will always be subject to criticism, but draws attention to Mr Roland Moyle's latest assessment of what has been won for

contractors by PSNC (p978). However, on the withholding of levy he points out that the many advisory services provided by PSNC and the Central Checking Bureau are supported by the levy and in fairness should therefore be made available only to those who pay. Further, 0.11p per prescription is paid to reimburse the levy—which could be withheld by the FPC if it were not being paid. Only two-thirds of the levy goes to PSNC; the rest is for the LPC itself.

## OTC Optimine

We read with interest the article entitled "Hay fever and OTC products used in its treatment" which appeared in *C&D* May 6 edition.

It was an extremely well written summary of what we know can be a very complicated drug area. The only omission was the exclusion of our own drug Optimine (azatadine maleate).

Optimine was launched in the UK in February and already is achieving high usage. It is a new chemical entity, unrelated to other antihistamines, and in addition to its potent antihistamine action it has additional antiserotonin effect. Azatadine is an inherently long acting compound enabling a genuine twice daily dosage. Incidentally the tablet is white and, unlike some antihistamines, does not contain sensitising dyestuffs.

The most important feature of the drug is the low level of drowsiness and, in a well controlled driving performance test, the author concluded that Optimine did not impair driving ability.

At launch Optimine was a Prescription Only Medicine but two months ago the Department of Health changed the classification to Pharmacy Only.

**J. M. Freeman BSc**  
Warrick Pharmaceuticals Ltd

## Graduated spoon

As a subscriber and regular reader of *Chemist and Druggist*, I was particularly interested in two pieces on the same subject in the May 27 issue—5ml spoons. The Xrayser column describes a Canadian spoon and under a report on the Pharmaceutical Society branch representatives meeting (p871), the question of objections to 5ml spoons is further discussed.

I feel it may be of interest to your readers in general to know that a 2.5ml graduated 5ml spoon is available in this country from our company. The spoon, made in Denmark, has the useful facility of having the 5ml graduation set approximately 3mm below the actual lip of the spoon, thus radically reducing the potential for spillage during use.

The handle is shaped to allow the spoon to be set down while full. This facility makes the spoon of obvious use for children. The spoon is used in almost all specialised paediatric hospitals in the United Kingdom, and the growth in its acceptance has been through word of mouth recommendation, since we have not advertised the article. In spite of its non-conformity with BS specifications



The Edwin Burgess spoon

(Drug Tariff, p125), this spoon has many obvious advantages over presently available medicine spoons. The spoons are available from Edwin Burgess Ltd, 27 Uxbridge Road, Hayes, Middlesex, at £24 per 1000 ex stock.

**D. E. Young**  
General manager  
Edwin Burgess Ltd

## Research into thefts

As part of a programme of research into retail thefts, its causes and cures, I am anxious to receive information on the experiences of retailers regarding theft by employees in their stores, and the type of method the employee uses, particularly theft from the till.

This information will eventually form a report document that will be circulated generally to the retail trade for their assistance.

I would like to ask your readers to forward to me as much information as they have regarding theft by employees. Naturally, all information will be treated as strictly confidential.

**F. R. Pegg**  
Chief Executive  
Volumatic Ltd

## COMING EVENTS

### Monday, June 19

**Northamptonshire Branch, Pharmaceutical Society**, Cripps graduate medical centre, at 8 pm. Mr S. N. Williams (Pharmaceutical Society Inspector for the area) on "The Medicines Act 1968."

### Tuesday, June 20

**Sheffield Branch, Pharmaceutical Society**, large lecture theatre, new medical school, Beech Hill Road, Sheffield. Joint meeting with local BMA, BDA and optical associations. John Timpson (BBC) on "Bringing the world to your breakfast table". Admission by ticket.

### Wednesday, June 21

**Hereford Branch, Pharmaceutical Society**, joint meeting with **Worcester Branch**, Royal Oak Hotel, Ledbury, at 7.30 pm. Dr G. Veitch (Regional Postgraduate Course Organiser) on "Modular postgraduate courses." **Hereford and Worcester Local Pharmaceutical Committee**, Royal Oak Hotel, Ledbury, at 8.15 pm. Annual open meeting. Speaker, Mr Steve Axon (Secretary, Pharmaceutical Services Negotiating Committee).

### Advance information

**British Association for the Advancement of Science**, Annual meeting, September 4 to 8, Bath University. Papers in the chemistry section include: a speaker from Rothamsted experimental station on "potent new insecticides related to the pyrethrins"; a speaker from Beecham Research Laboratories on "antibiotics or natural products"; and a speaker from school of chemistry, Bath University on "natural products in the fight against cancer." Further details from G. J. Kirkby, local secretary BA78, University of Bath, Claverton Down, Bath BA2 7AY or Miss J. H. Dring, BAAS, 23 Savile Row, London W1X 1AB.



# COMPANY NEWS

## Ayrton, Saunders sales up by 20 per cent

Sales of Ayrton, Saunders & Co Ltd in the year to February 25 amounted to £7.9m (£6.6m in the previous year), of which £7.1m (£5.9m) was from wholesaling and the remainder from sales of manufactured goods. Pre-tax profit was £532,208 (£542,443). The market for the company's own manufactured goods rose 31 per cent, mainly in the export field.

The chairman, Mr D. R. Leith, comments that wholesale margins were being narrowed by the marketing policies of manufacturers, and he expresses concern about the closure of so many pharmacies. The pattern for all sections of the company's business had continued into the first quarter of the current year, and the outlook for the remainder of the year appeared to be "reasonable".

## Syntex report higher sales and profits

Sales of Syntex Corporation in the three months ended April 30 were \$100.7m, an increase of 29 per cent over the same period last year. Net income for the quarter was \$13.5m, 54 per cent higher than a year ago. Sales so far in the financial year (nine months) were \$276.3m, 19 per cent ahead of last year, and the net income reached \$40.7m, an increase of 41 per cent.

Dr Albert Bowers, president of the company, said that the largest contributions to sales growth came from human pharmaceuticals, agribusiness, diagnostic reagents and chemicals, but scientific instrument and X-ray tomograph sales were down sharply. International sales, which had been helped by the strengthening of many currencies against the dollar, grew slightly faster than US operations.

## A&W accept new bid

The board of Albright & Wilson Ltd have agreed to an increased bid of £1.95 per share (about £115m total) from Tenneco, Houston, Texas (see *C&D*, June 10, p967). It is intended that A & W will remain a separate operation and that the present management team will continue to run the company. Tenneco is stated to be the nineteenth largest industrial group in the USA.

## Allergan in Ireland

Speaking at the opening of the plant built by Allergan Pharmaceuticals (Ireland) Ltd at Westport, Mr Gavin S. Herbert, president of the parent company, Allergan Pharmaceuticals, Irvine, California, said the company was expanding its activities in western Europe. A larger manufacturing unit is planned to be opened in Buckinghamshire in the near future.

Allergan claim to be the leading eye

care products company in the USA, and the Westport factory is designed to produce a full range of sterile ophthalmic preparations and contact lens care products for export to Europe and other markets. It represents an investment of \$3m and was partly financed by a grant from the Irish Development Authority.

## Briefly

**Mr R. Gartside, MPS**, has taken over the pharmacy of Mr I. Ellis Jones at Compton House, Llanberis, Gwynedd. His former business at 4 Myrtle Street, Liverpool 7, has been acquired by Tiffenberg & Glitz Ltd.

**Wilcox Laboratories Ltd** are moving on July 3 to Calgary House, Tobermory, Isle of Mull, Argyll, Scotland (telephone Dervaig 201, telex 779838), and will be closed from June 9 to July 5. Inquiries should be routed through Lewis Laboratories Ltd, Lavender Walk, Leeds 9 (telephone 0532 456177).

**Hickson & Welch (Holdings) Ltd** report sales of £34.6m in the half-year to March 31 (£32.2m in the corresponding period last year) and pre-tax profit of £3.7m (£4.8m). The lower profit is mainly due to a fall in demand for the products of the UK chemical companies, but the chairman says there are signs that the profit will rise in the second half of the year.

# APPOINTMENTS



Mr M. J. Palmer, Unichem

**Unichem Ltd:** Mr M. J. Palmer has been appointed to the board as commercial director. He has been with the company since 1974.

**Vestric Ltd:** Mr Richard Mills, formerly branch accountant at the Hatrick, Glasgow branch, has been appointed assistant manager of the Dundee branch, in succession to Mrs E. M. B. Hay, who is now manager of the Leicester depot.

**Cussons Sons & Co Ltd:** Mr Thornton Mustard, senior marketing executive, has been appointed marketing director. Mr John Procter, who had previously been with Procter and Gamble for ten years, is now general sales manager. The following have been promoted marketing managers: Mr Ian Crichton for household products, Mr Paul Collins for toiletries, and Mr John Arden for all Cussons' soap brands.

# MARKET NEWS

## Cocaine dearer

London, June 14: Cocaine prices were sharply increased during the week. The alkaloid, now at £575 kg rose from £494. Sixteen months ago before its previous rise in March 1977 it was available at £448. The hydrochloride salt is offered at £50 kg less than the alkaloid. Caffeine and theophylline are also dearer.

In botanicals Cape aloes continued to ease and with new crop cascara offers now being made the bark was down by £20 metric ton on the spot. Henbane, ipecacuanha, jalap, Brazilian menthol, senega and tonquin beans were also lower. Dearer were balsams, benzoin, dandelion and gentian roots, lemon peel and lobelia herb. Among spices shortage of pepper for prompt delivery is forcing up prices in the near position.

Trading in essential oils was quiet and price changer few. Lower was Mysore sandalwood on the spot despite no offers for shipment. Brazilian peppermint was also down.

## Pharmaceutical chemicals

**Ascorbic acid:** (Per kg) £7.56; 5 kg £5.56 25-kg £5.56 sodium ascorbate, as for the acid; coated, £7.14, £6.14, £5.64 respectively. **Calcium ascorbate** £7.77, £6.52, £5.77 respectively for same quantities. **Caffeine:** Anhydrous BP and hydrous, £4.86 kg in 100-kg lots. **Calcium pantothenate:** £7.70 kg in 25-kg lots. **Carotene:** Suspension 10% £32.63 kg; 5-kg £30.63 kg. **Cocaine:** Alkaloid £575 per kg; hydrochloride £525. Subject to Misuse of Drugs Regulations. **Cyanocobalamin:** (Per g) £4.36 in 10g lots £2.36 (100g). **Ergometrine maleate:** £6.50g in 50-g lots. **Ergotamine tartrate:** £4 g in 50-g lots. **Folic acid:** (kg) £42.37 5-kg £41.12; 25-kg £40.37. **Nicotinamide:** (Per kg) £6.29; £5.04 in 5-kg lots; £4.29 (50-kg). **Nicotinic acid:** £6.23 kg; £4.23 kg in 50-kg lots. **Theophylline:** Anhydrous and hydrous £5.33 kg in 100-kg lots delivered, ethylenediamine £5.53 kg in 100-kg. **Thiamine hydrochloride:** Per kg £19.05; 5-kg £17.80; 25-kg £17.05; **mononitrate** as for hydrochloride. **Tocopherol:** DL alpha £18.70 kg; 5-kg £16.70 kg. **Tocopherol acetate:** Oil £16.20 kg; £14.95 kg in 5-kg lots; £14.20 (20-kg). Powder 25% £15.78; £14.53; £13.78 respectively. **Vitamin A:** (Per kg) acetate powder 500,000 iu/g, £17.59; £15.59 in 5-kg lots. Palmitate, oil 1 miu £17.59, £15.59; water-miscible type 100 £6.18 litre; £4.18 litre in 6 litres. **Vitamin D2:** Type 850, £52.12 kg. **Vitamin E:** See tocopheryl acetate.

## Crude drugs

**Aloes:** Cape £1,010 ton spot; £970, cif. Curacao £2,425 spot nominal. **Balsams:** (kg) **Canada** firmer at £11.25 spot; £11.15, cif. **Coibaiba:** £2.25 spot; no cif. **Peru:** £6.15 spot; £6, cif. **Tolu:** £4.95 spot. **Belladonna:** Unavailable. **Benzoin:** Block £150 cwt spot, nominal. **Cascara:** £1,150 metric ton spot; £1,100 cif. **Dandelion:** Spot £1,450 metric ton spot; £1,430, cif. **Gentian:** Root £1,380 metric ton spot; £1,360, cif. **Ginger:** Cochinn new crop £1,070 metric ton, cif; Other sources not offering. **Henbane:** Niger, £1,590 metric ton spot; £1,580, cif. **Ipecacuanha:** (kg) Costa Rica £9.35 spot; £9.25, cif. **Jalap:** Mexican basis 15% £1.40 kg spot; shipment £1.35, Brazilian £1.22, cif. **Lemon peel:** Unextracted £1,130 metric ton spot; shipment £1,100, cif. **Lobelia:** American £1,290 metric ton spot; European £1,220 spot. **Menthol:** (kg) Brazilian £9.25 spot; £8.65, cif. Chinese £8.25 in bond and cif, £8.85 duty paid. **Seeds:** (metric ton). **Anise:** China star £975 spot; £760, cif. **Caraway:** £730. **Celery:** Indian new crop £470. **Coriander:** Moroccan £260. **Cumin:** Egyptian £880; Turkish £880; Iranian £770. **Dill:** Moroccan £210; Indian £525. **Fennel:** Chinese 220. **Fenugreek:** Moroccan £225. **Maw:** £425. **Mustard:** English £250-£350 spot. **Senega:** Canadian £12.90 kg spot; £12.80, cif. **Tonquin beans:** £2.20 kg afloat; £2, cif. **Witchhazel leaves:** Spot £3.15 kg; no cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.



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Chemist and Druggist

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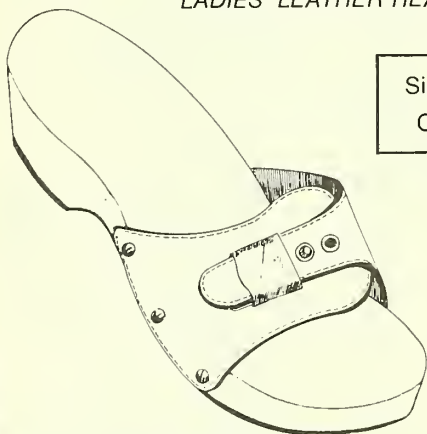
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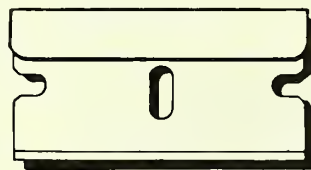
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Nicholas Laboratories Ltd, 225 Bath Road, Slough, Bucks. Tel: Slough 23971. Grams: Nicholas Slough. Telex: 848388.

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## ATHLETIC SUPPORTS

(BODYBELTS)

Sallis, E. Ltd., Vernon Works, Basford, Nottingham NG6 00H. Tel: Nottingham 77841-2/78545-2.

## BABY FEEDING BOTTLES

William Freeman & Co. Ltd., Suba-Seal Works, Staincross, Barnsley, South Yorkshire. Tel: 0226-84081.

Lewis Woolf Grightlight Ltd., 144 Oakfield Rd., Sellyoak, Birmingham B29 7EE. 021-472 4211. Telex: 338666.

## BABY FEEDING PRODUCTS

"Canon Babysafe" distributed by:- Jackel & Co. Ltd., Kitty Brewster Estate, Blyth, Northumberland. Tel: Blyth 2596/7/8.

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William Freeman and Company Ltd., Suba-Seal Works, Staincross, Barnsley, South Yorkshire. Tel: Barnsley 84081. Telex: 547186. "Canon Babysafe," Jackel & Co. Ltd., Kitty Brewster Estate, Blyth, Northumberland. Tel: Blyth 2596/7/8.

## BABIES' NAPPIES, PANTS, FEEDERS

The Trimster Co. Ltd., Portland Road, Dorking, Surrey RH4 1EW.

## BABY PANTS

Lewis Woolf Grightlight Ltd., 144 Oakfield Rd., Sellyoak, Birmingham B29 7EE. 021-472 4211. Telex: 338666.

Hellane Manufacturing Ltd., Burdett House, Newbridge Street, London EC4. Tel: 01-248 0276. Trimster Co. Ltd., Portland Road, Dorking, Surrey. (0306) 4970.

## BATHROOM SCALES

Hanco International Ltd., Unit 15, Arden Forest Ind Est., Alcester, Warwickshire. Alcester 3456.

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## CONTACT LENSES

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## COLOSTOMY & ILEOSTOMY APPLIANCES

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Contact Wendy King, Sales Administration Manager of Chelaro Proprietaries Limited, Crown House, London Road, Morden, Surrey. Telephone: 01-542 3402.

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## CREAMS

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## CYDER VINEGAR

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Stafford-Miller Ltd., 166 Great North Road, Hatfield, Herts., Hatfield 63221.

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## DENTURE FIXATIVES

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Laughton & Sons Ltd., Warstock Road, Birmingham B14 4RT. 021-474 5201.

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## HOT WATER BOTTLES

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William Freeman and Company Ltd., Suba-Seal Works, Staincross, Barnsley, South Yorkshire. Tel: Barnsley 84081. Telex: 547186.

## INSECTICIDES

De Witt International Ltd., (Dethlac), Seymour Road, London E10 7LX. 01-539 3334. Sorex (London) Ltd., Fulton House, Empire Way, Wembley, Middlesex HA9 0LX. Tel: 01-902 8686.

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## PERFUME (FETE)

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## PERFUME (VIVRE)

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## POWDER COMPACTS

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## SURGICAL DRESSING

Adhesive Fabrics (Manchester) Ltd., Washington Mill, 1 York Street, Manchester M1 7DC. Tel: 061-273 5285.

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## SOOTHERS

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Tampax Ltd., Dunsbury Way, Havant PO9 5DG. Hampshire, Havant. Tel: 474141.

## TEATS

Lewis Woolf Griptight Ltd., 144 Oakfield Rd., Sellyoak Birmingham B29 7EE. Tel: 021-472 4211. Telex: 338666. William Freeman & Co. Ltd., Suba-Seal Works, Staincross, Barnsley, South Yorkshire. Tel: 0226 84081.

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